

Herald INTERNATIONAL Tribune

PUBLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

Paris, Wednesday, March 16, 1994

No. 34,537

Veteran of the Last Laugh, Kohl Keeps Smiling

By Craig R. Whitney
New York Times Service

BONN — Chancellor Helmut Kohl has stood astride Europe for more than 11 years, but if current public opinion polls are accurate forecasts of the Oct. 16 national elections, his domination might be at an end.

If he should topple, it would send shock waves around the Continent and across the Atlantic, since for many of his fellow leaders he has become the very symbol of Germany and all of his potential successors are little-known abroad.

But at 63, Mr. Kohl looks and sounds supremely self-confident. Looking out at the cherry blossoms and the daffodils on the Rhine outside his modern third-floor office here on a sparkling spring afternoon, he just smiled and said: "Ever since I can remember, people have been predicting my imminent political demise. Once it made me angry; later it amused me; now I simply ignore it."

"I know just as sure as I look out the window and see spring that the mood has changed," he said. "I'm going to win."

Mr. Kohl has had the last laugh on his opponents often enough to indulge in such idiosyncrasies as not giving interviews to newspapers and magazines he does not like, which means a good many of them. He does not even read *Der Spiegel*, the country's leading news magazine, which proclaimed "The End of the Kohl Era" on its cover in December.

Mr. Kohl has been there before. He seemed headed for electoral defeat in the last national elections in 1990, but was saved by the sudden collapse of the Berlin Wall in 1989 and the unexpected opportunity it offered for German reunification. He seized the opportunity with consummate determination and diplomatic skill, and with firm backing from the Bush administration.

Today, he has the best personal relationship of any European leader with the Clinton administration. "I am a proven friend of the United States," he said. "My relationship with America is emotional and deep-seated. And I have had extraordinary luck with all recent U.S. presidents, including a great relationship now with Bill Clinton."

He visited the president in Washington briefly early this year, strengthening his own image in German voters' eyes as America's most trusted ally. He playfully endured Mr. Clinton's ribbing about his size. At one

point during the North Atlantic Treaty Organization summit meeting in January, Mr. Clinton told Mr. Kohl that he had dreamed that the German leader was a sumo wrestler, a bit of an exaggeration for the chancellor, who may be big, at six feet four (1.94 meters) and 300 pounds (136 kilograms), but not that big.

But with Germany's unemployment rate over 10 percent, with more than 4 million jobless — the highest level since the start of the post-World War II economic recovery — and with government finances in such a bad state that Mr. Kohl's opponents have been drawing comparisons to the Weimar Republic, the domestic economy will probably determine his fate.

Here, too, he is all optimism. "The deep recession that we're just coming out of has laid bare economic problems that

have been with us for 30 years, so I'm in the unusual position of telling people at campaign rallies that we have to change our ways of doing things," he said.

Nevertheless, a string of 18 state and local elections began with a defeat for Mr. Kohl's party on Sunday in Lower Saxony, despite his own heavy campaign schedule there. "A bitter loss," he conceded on Monday.

Since he first appeared on the national scene in the mid-1970s as premier of the state of Rhineland-Palatinate, his political genius has always been a shrewd mixture of provincial domesticity that puts his countrymen at ease and a deeply-felt dedication to European unity that has often reassured Germany's nervous neighbors.

Even his opponents do not question his commitment to Europe, but when domestic

and foreign interests clash, Mr. Kohl goes for the votes at home every time.

In 1985, for example, he insisted that President Ronald Reagan visit a German military cemetery in Bitburg, despite a controversy that raged after it turned out that some members of Nazi Waffen-SS elite military units had been buried there.

Mr. Kohl prevailed on Mr. Reagan to come anyway as a gesture of postwar reconciliation. Some intellectuals and commentators called him ignorant or worse for forcing the issue, but many ordinary citizens thought him patriotic and courageous.

"In Germany today, two-thirds of the population were born after Hitler," he recently said. "I see the role of my generation, which is old

See KOHL, Page 6



Mr. Kohl waiting for a meeting Tuesday in Bonn: "Ever since I can remember, people have been predicting my imminent political demise."

North Korea Stopped Nuclear Inspectors From Crucial Tests

By David E. Sanger
New York Times Service

TOKYO — North Korea blocked inspectors from the International Atomic Energy Agency last week from taking critical samples of radioactive material inside their most important nuclear site, making it impossible to determine whether the North is still working to develop an atomic weapon, officials in several countries who have been tracking the vital inspection said Tuesday.

It was unclear whether the agency, an arm of the United Nations, would declare the inspection a failure when its seven-man team reports on its findings Wednesday at the agency's Vienna headquarters. But the inspectors' cables and telephone calls to the agency suggested that although they carried out many of their tasks without incident, North Korean officials interfered whenever they began tests that would reveal how much plutonium had been produced or handled.

[The United States acknowledged Tuesday that UN experts did not get North Korea's complete cooperation on inspections of seven nuclear sites, Reuters reported from Washington. But a State Department spokesman, Christine Shelby, said the government was not yet in a position to say if this made it possible to know if Pyongyang was pursuing a nuclear arms program in violation of international commitments or had reneged on an agreement with Washington.]

The interference, after months of brinkmanship with the North Korean government to allow the inspectors in at all, seemed almost certain to scuttle the Clinton administration's plans to begin negotiations with Pyongyang in Geneva next week. Those talks, which Washington said from the start were contingent on a successful inspection, were intended to win broader and more intrusive inspections in return for a package of political and economic rewards for the closed Communist government.

Now the administration must face head-on a choice: Whether to keep pressing for deeper inspections, or to move for the atomic agency to refer the issue to the UN Security Council for sanctions.

Other nations involved appear split on the issue, with Japan and China urging more patience, and several European countries pressing to make good on the threat of taking the issue to the Security Council.

"They have given us enough to say that they allowed an inspection, and not enough to come to any conclusions," said a senior Asian official familiar with the early reports from the inspection team. "It did not solve any of the important questions."

The Geneva meeting also hinges on a deal over the exchange of nuclear envoys between North and South Korea. So far, the two have not come to an agreement on terms, and they are to meet once again at the border between the two countries on Wednesday.

The inspection team left Pyongyang on Tuesday, ending a two-week stay that marked the most comprehensive review of the North's nuclear plants in a year. Most of it took place in Yongbyon, the heavily guarded nuclear complex 100 kilometers (60 miles) north of the

capital. There were also studies at facilities at Kim Il Sung University in Pyongyang.

After the team briefs Hans Blix, the atomic agency's director-general, on their conclusions, there will likely be an emergency meeting of the atomic agency's board of governors, which could refer the matter to the Security Council for action.

That seems unlikely to happen immediately, however. Even without UN action, U.S. and South Korean officials say they have a number of ways to step up pressure on the North.

They could resume "Team Spirit," an annual military exercise that was suspended as part of the deal that permitted the inspections over the past two weeks. They also could move ahead with plans to deploy the Patriot anti-missile system in South Korea, a step that would likely force the North to spend more on defense.

The United States also has an aircraft carrier and accompanying ships now visiting the northeast Pacific; it could conduct exercises in the Sea of Japan, officials say, as a reminder to the North that economic sanctions could be enforced in the Sea of Japan. "There is no quick fix," a senior South Korean official said Tuesday. "Whatever we do, we don't want to let back our own cause."

Officially, the atomic agency will say little about the recently completed inspection.

"We did manage to complete quite a lot of activities," David Kyd, the agency's spokesman, said Tuesday. "But what we achieved was partial fulfillment of the mission. We didn't manage to do everything that we set out to do, because of the restrictions that were imposed."

But officials in Japan, South Korea and the United States say the North Koreans seemed particularly intent on stopping any sampling from a "glove box" inside the reprocessing center. The box is where nuclear engineers handle radioactive material through specially-protected gloves. Samples from the gloves and the surrounding area would most likely have indicated whether further work to develop weapons-grade plutonium had been conducted.

North Korean officials apparently argued that the inspectors had never tried to gather a glove-box sample before, and that it would not allow any new procedures under their agreement with the United States, reached last month.

The North also prevented inspectors from carrying out some, but not all, efforts to conduct "gamma mapping," in which a broad area is surveyed to reconstruct how nuclear material may have moved through the plant. It is based on picking up traces of gamma rays.

The North has been particularly leery of nuclear samples since early 1993, when a remarkable piece of detective work by the atomic agency touched off events that led to the current nuclear standoff. A careful study of the samples revealed inconsistencies that suggested the North had produced more plutonium, the basic fuel for nuclear weapons, than it had ever acknowledged. Later, the United States and others pressed for a "special inspection" of two sites that are believed to be nuclear waste dumps, and the North responded by threatening.

See KOREA, Page 5

Election Countdown Is On for Italy's Would-Be Savior

By William Drozdiak
Washington Post Service

ROME — To his supporters, he embodies "the Italian miracle" that he promises for the country: a fresh entrepreneurial spirit to sweep away decades of political decay and produce a new era of prosperity through lower taxes and a million more jobs.

To his detractors, he is a dangerous demagogue trying to salvage his debt-ridden business empire by hoodwinking voters into believing he has found a painless panacea to solve the myri-

ad troubles afflicting the world's fifth-largest industrial power.

But less than two weeks before Italy holds general elections deemed as the most important since voters chose the Christian Democrats over the Communists in 1948, the billionaire media magnate Silvio Berlusconi has surprised allies and enemies alike by emerging as the man most likely to become the next prime minister.

With the country still reeling from a revolution caused by a two-year corruption inquiry that has devastated the political and business

elite, the elections are expected to usher in a new population of leaders. About three-quarters of the candidates running for parliament have never been involved in politics before.

The astounding rise of the 57-year-old tycoon, whose vast business interests include three television stations, publishing houses, advertising agencies, shopping malls and the country's top soccer team, has turned the election into a titanic struggle between forces on the right and the left that may shape the country's political identity for years to come.

"We want to open up Italy and unleash the energy and dynamism of its people," says Antonio Martino, one of Mr. Berlusconi's top advisers on economic policy. "Growth and jobs will only come when we can get the government and all of its inefficiencies out of the way."

According to the final round of independent opinion polls taken before voting is held on March 27 and 28, Mr. Berlusconi's grass-roots movement Forza Italia (Let's Go, Italy!) has

See ITALY, Page 2

Clintons' Inner Circle Falls Victim to Its Own Intimacy

By Maureen Dowd
New York Times Service

WASHINGTON — It was a small, golden group, the Friends of Bill and the Friends of Hillary, and for a time it ruled supreme, operating almost as a White House within the White House.

NEWS ANALYSIS

Juste. But now, as the administration reels from departure to sudden departure, there is an eerie sense of subterfuge that recalls the Agatha Christie mystery "And Then There Were None."

This was the first administration built on baby-boomer networking, with the primary ex-

ample being Hillary Rodham Clinton's tie-in to legal affairs, where top jobs were given to her friends and former law partners.

The essential quality of those in the Clintons' inner circle was the shared intimacy of past times together. But now that very intimacy is claiming them, one by one, creating a chain of casualties that has left the survivors in the White House feeling shaken and besieged.

In May, Harry Thomas, the Hollywood producer who served as the Clintons' theatrical and image adviser, gave up his White House pass when accusations of cronism surfaced after the first lady involved herself in the dis-

See CLINTON, Page 6

Ready to Die for White South Africa? Maybe Not

By Paul Taylor
Washington Post Service

VENTERSDORP, South Africa — Their national headquarters, a storefront on the main street of this sleepy farm town, is hidden behind a freshly built, sandbag wall, and their flags are at half-staff.

By outward appearances, the white extremists of the neo-Nazi Afrikaner Resistance Movement were chastened by the drama last week in Bophuthatswana, one of 10 black "homelands" created by South Africa to reinforce its apartheid policy.

The movement's militant Afrikaners had picked up their weapons, boarded their pickups and drove in to the homeland to protect a black leader who had bought into the apartheid doctrine — only to be tossed out less than 24 hours later by the very government they thought they had come to rescue.

The bloodshed, which left about 60 killed, started when Bophuthatswana residents staged an uprising to demand the right to participate in South Africa's first all-race elections April 26-28, which are likely to result in the country's first black government.

By the time it ended, the South African government had cashiered Bophuthatswana's president, Lucas Mangope, who was trying to keep his homeland out of the vote, and the white supremacists had been humiliated and separated from their allies in other rightist groups seeking to avoid living under black rule.

But appearances deceive, said the organization's 55-year-old leader, Eugene Terre-Blanche, who called a news conference Mon-



HANDSHAKES FOR MANDELA — Nelson Mandela receiving a tumultuous welcome Tuesday in Bophuthatswana, where he was hailed as a liberator. Page 5.

day to explain what happened in Bophuthatswana.

He said his operation had been a "brilliant victory" and "a miracle," even though it failed to achieve its objective of keeping Mr. Mangope in power and undermining next

The setback came, Mr. Terre-Blanche asserted, because he suffered betrayals — by Bophuthatswana, by his fellow rightists, and by the South African government and defense forces.

South Africans have been bearing this kind of bombast from Mr. Terre-Blanche since he

founded his group two decades ago and chose as its insignia three '1's arranged in a way that evoked a swastika. He is a farmer, a former policeman, a spellbinding orator, a sometime poet. Some consider him a laughingstock, others see him as a genuine menace.

In any case, his movement claims it has grown. Nico Prinsloo, its secretary-general, said it had 60,000 armed and trained commandos — triple the number in 1990 when Nelson Mandela, the African National Congress leader, was released from prison and began his march toward what looks like a victory in the presidential election.

But one of the questions raised by the organization's performance in Bophuthatswana last week was whether its members really are ready, as they say, to lay down their lives to preserve part of South Africa's white-run society.

A few hours after taking up a position with more than 1,000 men at the Bophuthatswana Air Base, Mr. Terre-Blanche was asked to leave the scene by Bophuthatswana officials and fellow rightist leaders who said his presence — in the midst of an already bubbling crisis — was incendiary. He left, and his troops stayed. As they retreated several hours later, Bophuthatswana security forces, enraged that white racists had come into their country, fired at them.

A Mercedes carrying three leaders was raked with bullets. One man was killed outright, and two were wounded. They pleaded for their lives in front of television cameras

See HOMELAND, Page 5

Two Spains Collide at the 'Tree of the Apparitions'

By Alan Riding
New York Times Service

EL ESCORIAL, Spain — Faces tense with expectation, hands nervously clutching rosary beads, some 1,500 men, women, and children gathered in silence around the gnarled ash tree to hear the message that the Virgin Mary delivers here punctually on the last Saturday of every month.

That it should come over the loudspeaker system puzzled no one. As always, the pilgrims were told, Amparo Cuevas, a 64-year-old former cleaning woman, had gone into ecstasy earlier in the day and spoken in the voice of Mary. And, as always, her assistant had recorded the message.

That all eyes should be on the ash tree was also how it should be because it was there that Mrs. Cuevas said the Virgin first appeared to her in June 1981. Since then, "the tree of the apparitions" has become an object of veneration.

To the faithful, then, it seemed quite normal that the Virgin should again be present in what Pope Pius XII called "the land of Very Holy Mary." This is a country with 22,000 cults built around Mary, and more than half the 277 religious orders are dedicated to the Virgin.

Yet if this expression of Spain's Marian devotion continues to draw large crowds to the shaded slope called Prado Nuevo, it has also produced a no-less-Spanish backlash in the form of a campaign by the Socialist mayor to put the charitable foundation Virgen de los Dolores out of business.

The mayor, Mariano Rodriguez, says the promoters of the cult are using tactics of "sectarian and/or mafia groups" to exercise "pernicious" psychological influence over their followers in order to extract money from them. Put differently, he thinks they are swindlers and impostors.

Responding to him, though, is the Virgin herself. Or so the

pilgrims believe when Mrs. Cuevas uses her monthly message to attack the mayor and the town council and to urge her believers to keep coming here. "This place is sacred," she said recently. "The Son of God has chosen it."

And as the dispute has increased, Spain as a whole has become engrossed in what seems to be a re-enactment of this country's age-old battle between right and left, between the Roman Catholic Church and society, between its devout and superstitious past and its modern and ever more secular present.

Even the setting seems appropriate. On a hill above this town 50 kilometers (30 miles) northwest of Madrid looms the massive 16th century monastery built by Philip II when church and state were one. Nearby is the civil war monu-

See CULT, Page 5

Kiosk

Deadlock at EU Enlargement Talks

BRUSSELS (HT) — Foreign ministers of the European Union failed Tuesday to achieve a compromise that would allow them to add Austria, Finland, Norway and Sweden as new members next year.

They will meet again on Tuesday in an attempt to resolve the crisis, which again finds Britain pitted against the majority. Supported by Spain, Britain is trying to hang on to a voting formula that makes it easier for the big powers to block EU decisions.

The ministers were reported close to agreeing terms for Norway's entry, however. Officials said Norway has agreed to give larger catch quotas to fishermen from Spain, Portugal, Greece and Ireland.

The other candidate countries already have agreed on their entry terms.

Before they can join, their citizens will have to approve the applications in separate referendums. The Union's 518-member parliament must also give its approval. But because of upcoming elections for the parliament, time is running out in running out to complete the negotiations in time for entry by Jan. 1.

The British conservative government is anxious not to give up any sovereignty. Spain fears enlargement could weaken the position of poorer southern countries.

Book Review Page 10.
Crossword Page 28.

Newsstand Prices

Andorra...\$9.00 FF	Luxembourg 60 L. Fr
Antilles...11.20 FF	Morocco...12 Dh
Armenia...1.400 CFA	Qatar...8.000 Rials
Egypt...E.P. 5000	Réunion...11.20 FF
France...9.00 FF	Saudi Arabia...5.00 R.
Gabon...300 CFA	Senegal...900 CFA
Greece...300 Dr.	Spain...200 PTAS
Ivory Coast...1.120 CFA	Tunisia...1.000 Din
Jordan...1 JD	Turkey...T.L. 15,000
Lebanon...US\$ 1.50	U.A.E...\$5.00 Dirh
	U.S. Mil. (Eur.) \$1.10

Dow Jones	Trib Index
Down 13.39	Up 0.13%
3,849.59	114.18
The Dollar	Yen
New York, Tues. 8:32 P.M.	previous close
DM 1.6973	1.6981
Pound 1.4906	1.4958
Yen 108.14	108.175
FF 5.7725	5.747

Pentagon Argues Against Using Force Military Fears Bosnia Success Will Inspire More Adventures

By Michael R. Gordon

New York Times Service

WASHINGTON — Three weeks after the threat of NATO air strikes quelled the fighting in Sarajevo, the Pentagon's senior civilian and military officials have taken to the busings, not to boast about their success but to slow the calls for further use of the U.S. military. As the Serbs continued their attacks on other Bosnian cities and towns, and as calls from the Balkans for greater U.S. involvement grew louder, Defense Secretary William J. Perry delivered a speech last week in which he raised the specter of Vietnam and outlined the tests that should be satisfied before the threat of North Atlantic Treaty Organization air strikes was applied to other cities.

General John M. Shalikashvili, the chairman of the Joint Chiefs of Staff, reinforced the point in blunt terms. "There were very specific conditions around Sarajevo that lent themselves to the application of air power, conditions that don't exist in any other places in Bosnia today," he said last week.

The Pentagon is clearly willing to fulfill its obligation to protect UN peacekeepers with close air support if they need it. But taking on new obligations to protect Bosnian Muslims is another matter, and the Pentagon has a long-standing fear of being drawn into open-ended foreign engagements.

So Mr. Perry and others have put themselves in an odd position: Rather than promote the strengths of the military, they are playing down its capability and seeking to restrict the situations in which air strikes might be used.

Some specialists say that such remarks could inadvertently give the Serbs a green light to press the fighting in places other than Sarajevo and undermine Mr. Clinton's diplomatic efforts to present a resolute face to the warring parties.

"If this turns out to be a reversal to old Pentagon attitudes about the use of force in Bosnia, it is quite possible we could undermine the momentum behind our promising peace initiative," said Morton Abramowitz, president of the Carnegie Endowment for International Peace and a former senior State Department official.

Mr. Perry's comments have also become a source of contention within the air force. One officer who helped plan the air attacks during the Gulf War said the remarks reflected "a lack of understanding of how you can employ air power to compel others to do what you want them to do."

From the start, Bosnia has been part of a broader debate about how to use military power in the post-Cold War world. Bosnia does not fit the classic Pentagon war scenario, in which the purpose of military action is not to apply military pressure on a belligerent in order to encourage a diplomatic settlement, but to win a decisive victory and occupy territory.

The Pentagon's first response, as advocated by General Colin L. Powell, the former chairman of the Joint Chiefs, was that there was no one way to slow the fighting short of a vast infusion of ground troops. When the Clinton administration took office it began to question the Pentagon's "all or nothing" approach and focused on more limited use of force for more limited political objectives, like lifting the siege of Sarajevo.

After months of wrangling within NATO, and a mortar attack on Sarajevo that killed 68 people, the alliance issued an ultimatum to the Serbs to pull out or face air strikes. For the first time in the Bosnian war, diplomacy was backed up with a credible threat of force.

The success of that ultimatum led the national security adviser, W. Anthony Lake, Secretary of State Warren M. Christopher, and others, to examine how similar threats might be used to end fighting in other towns.

Administration officials say that the new Pentagon team of Mr. Per-

ry and General Shalikashvili is more flexible about using force for limited aims than their predecessors, Les Aspin and General Powell, and that the issue of expanding the use of air power to protect other Muslim enclaves is still open.

Still, the Pentagon is raising the caution flag. In his first major speech on Bosnia, Mr. Perry said that air raids could not be extended to protect other Muslim enclaves unless the strikes would improve the prospects for a diplomatic settlement and reduce civilian casualties. He also argued that air power could not protect most of the Muslim enclaves because they were being attacked by small arms and not by large artillery pieces that would be identifiable from the air.

Casting the issue in terms of the heated debate over Vietnam, Mr. Perry said air power in situations where the combatants were close together could increase civilian casualties.

"I recall the observation from the Vietnam War that we had to destroy the village in order to save it," he said.

But Eliot A. Cohen, a professor at the Paul H. Nitze School of Advanced International Study and the former director of a Pentagon study of air power in the Gulf War, said Mr. Perry's comments reflected an "overly constricted" view.

During the Gulf War, for example, the allies bombed the Iraqi command centers who were giving the orders and destroyed key installations in the rear areas; air strikes were not limited to the troops in the field who were firing the artillery shells or driving the tanks.

Mr. Cohen said Mr. Perry's concept was more like "law enforcement," in which individual culprits were identified and arrested, than traditional warfare, in which strikes were carried out against an array of targets to punish the adversary.

Last week, General Shalikashvili argued that Sarajevo was a special case because the Serbs' artillery positions were in open country and UN troops could take control of and weapons surrendered.

General Cox leaves his command early after a



Sadako Ogata, the United Nations high commissioner for refugees, greeting a Serbian child Tuesday at a camp near Belgrade.

UN Force Seeks Fast Air Strike Approval

By John Kifner

New York Times Service

ZAGREB, Croatia — The new United Nations commander in the former Yugoslavia asked Tuesday for more authority to call in NATO air support after an incident Sunday when a three-hour delay allowed Serbian nationalist forces attacking UN peacekeepers to escape retribution.

"I do believe there are cases when the urgency of the situation does require a very rapid reaction," Lieutenant General Bertrand de Lapresle of France said Tuesday, responding to questions about the delay.

"This is not to wage war, but to safeguard our foremost right — self-defense," he added.

General de Lapresle succeeds another French general, Jean Cot, as the commander of the United Nations Protection Force, a number of whose past senior officers have complained about an uncertain mandate, lack of support from their civilian superiors, and too few troops.

General Cox leaves his command early after a

series of public quarrels in which he complained about the UN's bureaucracy in New York and charged his troops were left "like goats tethered to a stake" unable to protect themselves against the combatants in the three-way war.

But the UN troops have taken a strikingly more active role in the past two months, largely due to the leadership of a tough new commander in Bosnia, Lieutenant General Sir Michael Rose of Britain. His predecessor, a Belgian, also left complaining of a lack of power.

Capitalizing on international horror over a mortar attack on a crowded Sarajevo public market and the resultant threat of NATO air strikes, General Rose has negotiated a cease-fire in the besieged city between Serbian forces in the hills and the Bosnian defenders, and another in Central Bosnia between the Muslim-led government and ethnic Croatian nationalists. He is now trying to open up the city and restore it to normal life.

On Sunday, French UN troops in Bosnia came under fire from Serbian troops near Bihac and requested air support. The request went up

the chain of command, from General Rose, to General Cot, to the top UN official here, Yasushi Akashi. All approved the request, but by the time an American gunship flying in the area arrived, cloud cover had closed in and the Serbs stole away.

Serbs Block Relief Convoy

UN relief officials said that Bosnian Serbian officials on Tuesday refused to grant permission for a relief convoy to enter the besieged Muslim enclave of Maglaj, Reuters reported from Sarajevo.

A spokesman for the UN High Commissioner for Refugees accused the Serbs of "ethnic cleansing by starvation" and pledged to challenge the decision to block the convoy.

"This blatant refusal is outrageous," the spokesman, Peter Kessler, said.

"After months of protest from the international community Maglaj is virtually the last outpost of war and terror in Bosnia," the spokesman said. "This tactic of ethnic cleansing by starvation must be brought to a halt."

He added that the UN would "continue to apply every single day until we get a convoy in."

Settlers Are Above Law, Israeli Rights Group Says

By David Hoffman

Washington Post Service

JERUSALEM — Israel's army and law enforcement system have systematically failed to enforce the law against armed Jewish settlers in the West Bank and Gaza Strip who have attacked and killed Palestinians, an Israeli human rights group said Tuesday.

Based on a survey of cases in which Israeli civilians killed Palestinians during four years of the intifada, or uprising against Israeli rule, the group, B'Tselem, found that the Israeli authorities "apply an unstated policy of tolerance, compromise and failure in bringing about full justice" against the Israelis.

Of the 62 Palestinians killed by Israelis from 1988 to the end of 1992, only one Israeli was convicted of murder, the group reported. Only seven of the Israelis who killed Palestinians were responding to life-threatening situations, the group said.

B'Tselem said it examined 48 cases in which Palestinians were killed, excluding those still under investigation. Of those 48 cases, only 13 went to trial, and 27 cases were closed without prosecution. "In many cases," B'Tselem said, "no investigation at all is carried out."

In other cases Palestinians refuse to sub-

mit complaints, out of fear of the police, it said.

The group's findings were announced as debate in Israel intensified over the role of the army and police in controlling settler violence after the Hebron massacre in which a militant Jewish settler, Baruch Goldstein, killed dozens of Muslim worshippers on Feb. 25.

The army responded to B'Tselem's charges by pointing to the government's crackdown on extremist Jewish groups after the massacre, and saying it would be responsible for the safety both of Jews and Arabs.

On Tuesday, Rabbi Moshe Levinger, a founder of the Jewish settlement in Hebron, was summoned to court to face a nearly two-year-old charge of ignoring army orders in June 1992 to leave a closed military zone. Rabbi Levinger was indicted on the minor charge and released on bail.

The charge appeared to be designed to underscore the government's effort to rein in militant settlers, although Rabbi Levinger has not been associated with the two extremist groups, Kach and Kahane Lives, which were outlawed Sunday. The police closed and sealed the Jerusalem offices of both organizations on Tuesday.

In Tel Aviv, about 30,000 far-right demon-

strators denounced the government in a rally Tuesday night. Several members of the Kach group were arrested, and dozens of other angry protesters clashed with police, Army Radio reported.

The commission investigating the Hebron massacre heard testimony last week from a border police commander that the army had issued special rules that prohibit soldiers from shooting at Jewish settlers, even if they were opening fire on Palestinians.

The Israeli newspaper Ha'aretz published excerpts from a pamphlet that was distributed to soldiers in December. The document, according to the newspaper, was designed to give "detailed operational instructions" to soldiers for handling Israelis who create public disturbances. The newspaper said the document had been approved at high levels of the military.

"It will be emphasized," the document said, in text that was underlined, "that soldiers are not to use weapons against Israelis."

The document said that "reasonable force" could be used to detain Israelis, but handcuffs will not be used except in extreme circumstances when there is no other alternative in order to apprehend them.

Previously, it has been disclosed that the

army permits shooting at the legs of Palestinians to apprehend them.

In Gaza, the border police shot and killed an armed Palestinian and wounded another after they opened fire at a patrol.

The Popular Front for the Liberation of Palestine said in broadcasts from loudspeakers in Gaza that the slain gunman, Abdullah Mehezzeh, 22, was a member of the Red Eagles gang affiliated with the group.

Rabin Stresses Security

Prime Minister Yitzhak Rabin said Tuesday that the Hebron massacre would not change his country's fundamental positions regarding its security and that of its citizens, including Jewish settlers in the occupied territories, Reuters reported from Washington.

"We have no intention of compromising on any security matters," Mr. Rabin said in remarks prepared for delivery to the main pro-Israel lobbying group in the United States, the American-Israeli Public Affairs Committee.

Departing from his prepared text to address an issue close to the hearts of the lobbying group, Mr. Rabin said, "I assure you, Jerusalem will remain united under Israel's sovereignty."

Continued from Page 1

emerged as the country's leading political party, with an estimated 26 percent of the vote.

Even though poll-takers say as many as one-third of the voters may not have made up their minds, all indications show that the rightist alliance linking Forza Italia with the separatist Northern League and the neo-fascist party in the south will secure the largest bloc of seats in parliament.

Mr. Berlusconi jumped into the electoral fray only two months ago when the collapse of the traditional ruling parties, the Christian Democrats and the Socialists, created a void that appeared to give a leftist alliance led by the former Communists a clear shot at taking over the government for the first time.

Mr. Berlusconi insists that megalomania has nothing to do with his nascent political career. He contends that his campaign was solely motivated by his desire to prevent

the country from falling under the sway of leftist forces that would damage free enterprise and increase the state's large involvement in the economy even further.

But his critics say Mr. Berlusconi's real interests lay in rescuing his business empire, especially his lucrative television stations. The former Communists contend that Mr. Berlusconi's control over 45 percent of the country's television viewers is intolerable and they have vowed to strip him of at least one station if they come to power.

As the campaign enters its final days, Mr. Berlusconi claims that his leftist opponents are pulling out all stops to prevent him leading the next government.

While Mr. Berlusconi has escaped any charges of corruption, his younger brother Paolo and several business associates have been served with arrest warrants on the suspicion of dubious accounting procedures, including the issuance of fake invoices.

Since launching his movement, Mr. Berlusconi has parlayed 12,000 fan clubs of his Milan soccer team into a formidable political network across the country. He recruited leading figures in business, entertainment and sports to his movement, provided they were free of any previous political taint.

"We want people who are completely free from the corruption that Italy has known for the past four decades," said Luigi Calfagione, a former general who has helped mold the message of the movement's 267 candidates. "The days of bribes and kickbacks and career politicians are over. We want people who are successful managers in real life to help save the country."

Yet Mr. Berlusconi himself owes much of his success to the system that he now wants to banish.

His media empire was built in the 1980s at a time when his close friend, the Socialist leader Bettino Craxi, was prime minister.

WORLD BRIEFS

Rail Traffic Is Disrupted as Police Defuse Bomb at Station Near London

LONDON (Reuters) — Bomb-disposal specialists disarmed an explosive device outside a train station south of the city on Tuesday, responding to a suspected Irish Republican Army attack that followed three mortar assaults on London's main airport in the past week.

Police said a British Rail worker had spotted the bomb Tuesday morning under a bridge near the Sevenoaks station in Kent. Trains on the major route to London were suspended, causing long delays, and nearby streets were sealed off. The station was reopened after about six hours. There was no immediate claim of responsibility.

The last bomb attack on a British train line came in December 1993, when the IRA blew up a commuter line southwest of London.

Russia Agrees to Pull Out of Latvia

MOSCOW (AP) — After two years of talks, Russian and Latvian officials cleared the way Tuesday for the withdrawal of all Russian troops from the Baltic country.

Russia agreed to pull out its remaining 12,000 troops in Latvia by Aug. 31. Latvia said Russia could keep its radar station at Skrunda — which had been a sticking point in the talks — for four more years and guaranteed the rights of retired Russian officers living in Latvia. Sergei Zolotov, head of the Russian delegation, praised the agreement as a "victory of common sense."

Annexed by the Soviet Union in 1940, the Baltic nations of Estonia, Latvia and Lithuania won independence in 1991. Since then, more than 130,000 former Soviet troops have been withdrawn from their territory, though only Lithuania have become entirely free of Russian soldiers.

Mexican Banker Reported Abducted

MEXICO CITY (AP) — The chairman of Mexico's biggest bank has been kidnapped, apparently by the same band of criminals who have abducted other businessmen for ransom, law enforcement sources said Tuesday.

Alfredo Harp Helu, chairman of Grupo Financiero Banamex-Accival, was seized from his car Monday as he was being driven to work, local news reports said. A source close to the investigation said the authorities believed Mr. Harp was kidnapped by Mexicans who have been involved in the abductions of other businessmen in recent years.

The source said the kidnappers had no political motives and were only seeking ransom. The Mexican stock market plunged more than 2 percent in opening trades Tuesday, a reaction attributed in part to the news. Roadblocks were set up at all the exits to the capital and helicopters were deployed in the search for the missing banker.

Nixon Meets With Russian Extremist

MOSCOW (AP) — Former President Richard Nixon capped a politically charged visit to Moscow on Tuesday by meeting with the ultranationalist Vladimir V. Zhirinovskiy, who swore the world has nothing to fear from him.

But Mr. Zhirinovskiy did warn of imminent political unrest in Russia and advised the United States not to get caught backing "radical democrats."

Mr. Zhirinovskiy said that he had given Mr. Nixon a copy of his autobiography and had inscribed: "Don't support the losers in the last elections; there's no future in it." Reformers backing President Boris Yeltsin fared poorly in December's parliamentary elections, while Mr. Zhirinovskiy's party finished first.

Cardinal Is Seized by Brazil Inmates

RIO DE JANEIRO (Reuters) — Cardinal Dom Aloisio Lorscheider, a candidate for Pope in 1978, and 11 other people were seized by inmates Tuesday during a prison uprising in northern Brazil, the police said.

Prisoners later released one of the hostages, Joao Alfredo Melo, who heads the Brazilian Bar Association's Human Rights Commission, the Agencia Estado press service reported. The police could not confirm this. Cardinal Lorscheider, 68, the Archbishop of Fortaleza, is a social activist who was a strong opponent of Brazil's military regimes in the 1970s. He was visiting the maximum security prison in Fortaleza with a rights commission when a group of prisoners overpowered security guards and grabbed 2 gms, a military police spokesman said.

TRAVEL UPDATE

Egypt Invites Tourists to 'Safe Places'

ABU SIMBEL, Egypt (Reuters) — Egypt is to spend \$42 million in promoting itself to try to win back tourists scared off by Muslim militants and regain \$800 million a year in lost revenue, Tourism Minister Mamdouh Belaghi said Tuesday.

The government will advise potential visitors against taking Nile cruises, which have been attacked by suspected militants, and to avoid the militant stronghold of Assiut in southern Egypt. Instead, it will promote what Mr. Belaghi termed "100 percent safe places."

He said, "There have never been any security problems in the major tourist sites — Aswan, Luxor, Abu Simbel, the Red Sea, Alexandria, the Sinai and Western desert — simply because the populations there live on tourism."

Spain's practice of charging only adult foreign tourists for admission to museums is discriminatory, the European Court of Justice ruled Tuesday. The court said Spain should stop letting its citizens, resident foreigners and tourists under 21 visit state museums free of charge. (Reuters)

Vietnam Airlines will offer flights from Hanoi to Dien Bien Phu beginning April 1, spurred by demand from French tourists who want to visit the site of the battle that ended French rule 40 years ago. (Reuters)

British Airways will resume scheduled services to Bulgaria in May after a lapse of 12 years, the airline announced. (Bloomberg)

ITALY: The Nation's Would-Be Savior Stands Ready

Continued from Page 1

emerged as the country's leading political party, with an estimated 26 percent of the vote.

Even though poll-takers say as many as one-third of the voters may not have made up their minds, all indications show that the rightist alliance linking Forza Italia with the separatist Northern League and the neo-fascist party in the south will secure the largest bloc of seats in parliament.

Mr. Berlusconi jumped into the electoral fray only two months ago when the collapse of the traditional ruling parties, the Christian Democrats and the Socialists, created a void that appeared to give a leftist alliance led by the former Communists a clear shot at taking over the government for the first time.

Mr. Berlusconi insists that megalomania has nothing to do with his nascent political career. He contends that his campaign was solely motivated by his desire to prevent

the country from falling under the sway of leftist forces that would damage free enterprise and increase the state's large involvement in the economy even further.

But his critics say Mr. Berlusconi's real interests lay in rescuing his business empire, especially his lucrative television stations. The former Communists contend that Mr. Berlusconi's control over 45 percent of the country's television viewers is intolerable and they have vowed to strip him of at least one station if they come to power.

As the campaign enters its final days, Mr. Berlusconi claims that his leftist opponents are pulling out all stops to prevent him leading the next government.

While Mr. Berlusconi has escaped any charges of corruption, his younger brother Paolo and several business associates have been served with arrest warrants on the suspicion of dubious accounting procedures, including the issuance of fake invoices.

Since launching his movement, Mr. Berlusconi has parlayed 12,000 fan clubs of his Milan soccer team into a formidable political network across the country. He recruited leading figures in business, entertainment and sports to his movement, provided they were free of any previous political taint.

"We want people who are completely free from the corruption that Italy has known for the past four decades," said Luigi Calfagione, a former general who has helped mold the message of the movement's 267 candidates. "The days of bribes and kickbacks and career politicians are over. We want people who are successful managers in real life to help save the country."

Yet Mr. Berlusconi himself owes much of his success to the system that he now wants to banish.

His media empire was built in the 1980s at a time when his close friend, the Socialist leader Bettino Craxi, was prime minister.

UNIVERSITY DEGREE
BACHELORS - MASTERS - DOCTORATE
For Work, Life and Academic
Experiences - No Classroom
Attendance Required
(310) 471-0306
FAX: (310) 471-6456
Call or write for information
or send detailed resume for Free Evaluation
Pacific Western University
600 N. Sepulveda Blvd. Dept. 23
Los Angeles CA 90049

Papal Aide to Meet Arafat and Gadhafi

By Alan Cowell

New York Times Service

ROME — Two days before a meeting between Pope John Paul II and Prime Minister Yitzhak Rabin of Israel, the Vatican dispatched one of its most senior envoys to the Middle East on Tuesday to urge a resumption of peace efforts suspended since the Hebron massacre of Palestinians by a Jewish settler.

The emissary, Monsignor Jean Louis Tauran, is to meet the Palestine Liberation Organization chairman, Yasser Arafat, at his headquarters in Tunis and, in a more surprising move, will also meet with the Libyan leader, Colonel Muammar Gadhafi, in Tripoli.

Since the Vatican and Israel recognized each other on Dec. 30, the Vatican has sought to shore up relations with Arab states, and not just because of diplomatic niceties.

The Pope plans to visit Lebanon in May, and there have been mounting worries about his safety since a bomb killed 11 people in a Maronite Christian Church near Beirut on Feb. 27, two days after the Hebron slaughter. Vatican officials said the explosion had caused concern,

but that there was no intention so far to cancel the Pope's visit.

Monsignor Tauran is the Vatican official in charge of relations with other states.

In a statement, the chief Vatican spokesman, Joaquin Navarro-Valls, said that the Vatican wanted to "reaffirm its profound conviction that the process of peace is an irreversible reality and that dialogue and willingness to negotiate is the only path toward peace founded on justice and fruitful co-existence among peoples."

Mr. Rabin will be on his way back home from Washington when he meets with the Pope, and the encounter was announced after the Hebron massacre brought peace efforts to an abrupt halt. Vatican officials said the meeting had been arranged at short notice and was initiated by Mr. Rabin.

The Pope has little direct influence in the Israeli-occupied West Bank and Gaza Strip, where the number of Christians is only about 40,000.

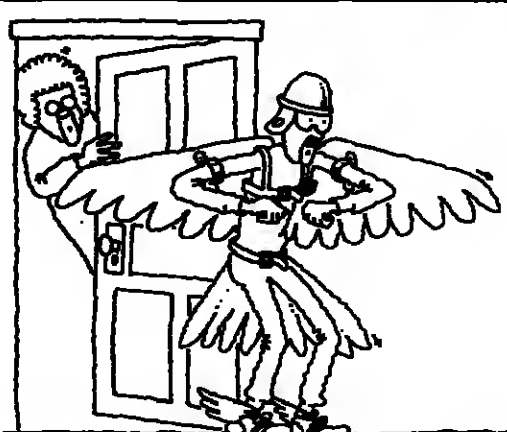
Vatican officials, however, said the Pope sensed an opportunity to use his moral author-

With MCI CALL USA and MCI WORLD REACH services, reaching around the world has never been easier.

To reach around the world, use your MCI Card or call collect.* Just select the number next to the country you're calling from. An English-speaking operator will put your call through to anywhere in the 50 States as well as a growing list of participating World Reach countries:

Austria	022-903-002	Ecuador	170	Italy	172-1022	Saudi Arabia	1-800-11
Belgium	078-11-00-72	Egypt	355-5770	Kenya	08001	Slovak Rep	00-42-00012
Bolivia	0-800-2222	Finland	9800-002-80	Kuwait	800-MCI (800-624)	Spain	900-99-0014
Brazil	000-807	France	19-00-19	Lebanon	425-036	Sweden	020-795-922
Chile	00-0516	Germany	030-0002	Mexico	95-800-674-7000	Switzerland	155-0000
Columbia	980-16-0001	Greece	00-800-121	Netherlands	06-022-91-22	Turkey	99-800-1177
Cyprus	080-30000	Hungary	00-800-0411	Norway	050-1292	UAE	800-11
Czech Rep	00-42-0012	India	000-127	Peru	001-190	United Kingdom	0800-89-0222
Denmark	800-00072	Ireland	1-800-551-001	Poland	070-04-800-222	Uruguay	000-412
Dominican Republic	1-800-751-6624	Israel	177-150-7727	Portugal	05-07-1234	Venezuela	800-114-0

*Country-to-country calling may not be available to & from all MCI CALL USA locations. Certain restrictions apply. *Not for second dial tone. *Available from most major cities. When dialing outside of U.S., dial 02 first. When dialing outside of U.S., the access number is 190. *Limited availability. *Collect calls to U.S. only. In some countries, public phones may require deposit of coin or phone card for dial tone. *Service from public telephones may be limited. Rate depends on call origin in Mexico. *Service available on a limited basis in eastern Germany. © MCI International, Inc., 1993. MCI's logo, and all other MCI products and services mentioned herein, are proprietary marks of MCI Communications Corporation.



Good gosh. Use the phone, Denis. It's easier.

Mandela Receives A Hero's Welcome In Bophuthatswana

Washington Post Service
MMABATHO, South Africa — Nelson Mandela, the African National Congress president, received a hero's welcome as the liberator of Bophuthatswana on Tuesday in a stadium here that is a monument to the folly of the homeland government — and the apartheid system — that his movement overthrew.

"My mere presence here is proof that there is now free political activity in Bophuthatswana," Mr. Mandela told a jubilant crowd of about 35,000 — the largest gathering ever in a postmodern stadium that dominates the tiny skyline of this homeland capital.

His visit capped a dramatic week that saw the overthrow of Bophuthatswana's president, Lucas Mangope, in a popular uprising sparked by the homeland leader's refusal to allow his 2.5 million citizens to take part in South Africa's first democratic election next month.

"We always knew this day would come," said Themba Sindani, a teacher, as he danced on the soccer field while Mr. Mandela did a raised-fist victory lap around the stadium. "At least we could interpret reality. Mangope was a despot who had his head in the clouds. He had no idea what was happening beneath his feet."

Bophuthatswana was created 17 years ago by apartheid engineers whose grand design was to make South Africa's rural blacks citizens of foreign lands or tribally based homelands, but no longer of South Africa. About 56 percent of South Africa's blacks live in the homelands, all of which will disappear with next month's election.

Independence Stadium is a shrine to the pomposity of Mr. Mangope, a stern, canny former school principal who is the only president the homeland ever had. It seats 60,000, looks like a jagged roller-coaster and has never come remotely close to being filled, despite Mr. Mangope's offerings of food for those willing to attend his annual Independence Day celebration. Its only sporting use has been for a soccer club run by Mr. Mangope's son.

And its only prior brush with history came in 1988, when Mr. Mangope used it to detain multi-

nous soldiers of the Bophuthatswana Defense Force. Their short-lived coup attempt had been put down not by Mr. Mangope but by the intervention of the South African Defense Forces.

When protest-related looting and civil disorder broke out in Mmabatho last week, South African troops once again poured across the "border." But this time, it was to depose Mr. Mangope, and by implication to dispense with the fiction that the place he had led for 17 years was a country.

The rally for Mr. Mandela on Tuesday had an electric quality, in part because the people of Bophuthatswana are among the few South Africans who suddenly feel free. In a world where revolutions seem to start and finish in days or weeks, this transition has been a strictly slow-motion affair for most of the rest of South Africa.

But carefully negotiated transitional arrangements paid off last week in Bophuthatswana, too. When things came to a boil, the crisis was managed jointly by the South African government and by an interim body that had been set up for precisely such emergencies.

The Transitional Executive Council first sent in the South African Defense Forces, then deposed Mr. Mangope, then set up an interim government that will rule in Bophuthatswana until the election. South African troops, who for years were the hated enemy of the liberation struggle, now get kisses blown at them when they patrol the streets, thanks to the sudden legitimacy conferred by the African National Congress.

Mr. Mandela observed that the dispatch with which the council had brought down Mr. Mangope should serve as a warning to other "toy tyrants" in the country, an apparent reference to the KwaZulu chief minister, Mangosuthu Buthe, whose Inkatha Freedom Party is boycotting elections set for April 26-28.

Of Mr. Mangope's claims that he should still be considered the legitimate president of Bophuthatswana, Mr. Mandela had contempt. "He is a president without a country, without a government, and without a people," Mr. Mandela said.

— PAUL TAYLOR



BERLIN WELCOME — At the Brandenburg Gate, Mayor Eberhard Diepgen, right, standing Tuesday with Queen Margrethe II and Prince Henrik of Denmark, on a visit to Germany.

Clinton Extends Moratorium On Nuclear Tests Until 1995

Compiled by Our Staff From Dispatches

NASHUA, New Hampshire — President Bill Clinton has notified Congress that he is extending the U.S. moratorium on nuclear testing for a further year to September 1995, administration officials said Tuesday.

Dee Dee Myers, the White House press secretary, said the decision was based in part on the restraint other nuclear powers had shown in not resuming testing despite a nuclear test by China last October.

She was speaking to reporters traveling with the president in this New Hampshire town.

Ms. Myers also credited progress in comprehensive test ban talks since they opened Jan. 25 in Geneva and the "adverse implications" further U.S. nuclear tests would have on our broader nonproliferation objectives.

In particular, she mentioned the goal of "securing the indefinite extension of the Nuclear Nonproliferation Treaty next year."

She said Mr. Clinton had informed Congress Monday of the extension and would decide next year whether to extend the moratorium beyond September 1995.

In July 1993, Mr. Clinton extended the moratorium on underground nuclear testing to September 1994 but said it might not hold if another country conducted a test. China's test last October prompted the United States to take another look at the issue, but it decided against resuming tests at this time.

Mr. Clinton has been under pressure from the Pentagon to resume testing, with the military arguing this is the only way to make sure safety improvements in the weapons work.

Congress has required the administration to notify it each March on whether it intends to extend the test ban moratorium. The negotiations for an international test ban are currently under way in Geneva. (Reuters, AP)

KOREA: North Inhibited Inspectors in Crucial Area

Continued from Page 1

ing to become the first country to pull out of the Nuclear Nonproliferation Treaty.

A year later, there have still been no inspections of the two waste dumps, which U.S. officials have detected by satellite.

Pyongyang Issues Threat

North Korea threatened Tuesday to halt international inspections of its nuclear plants again and

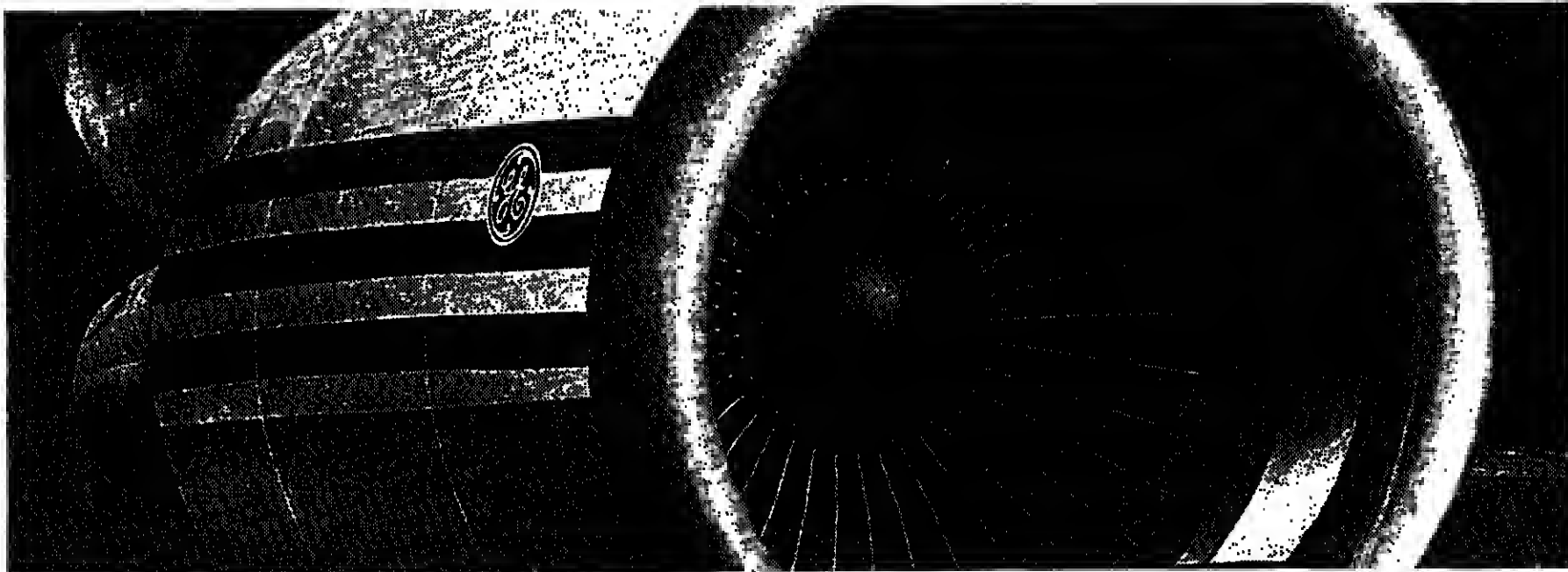
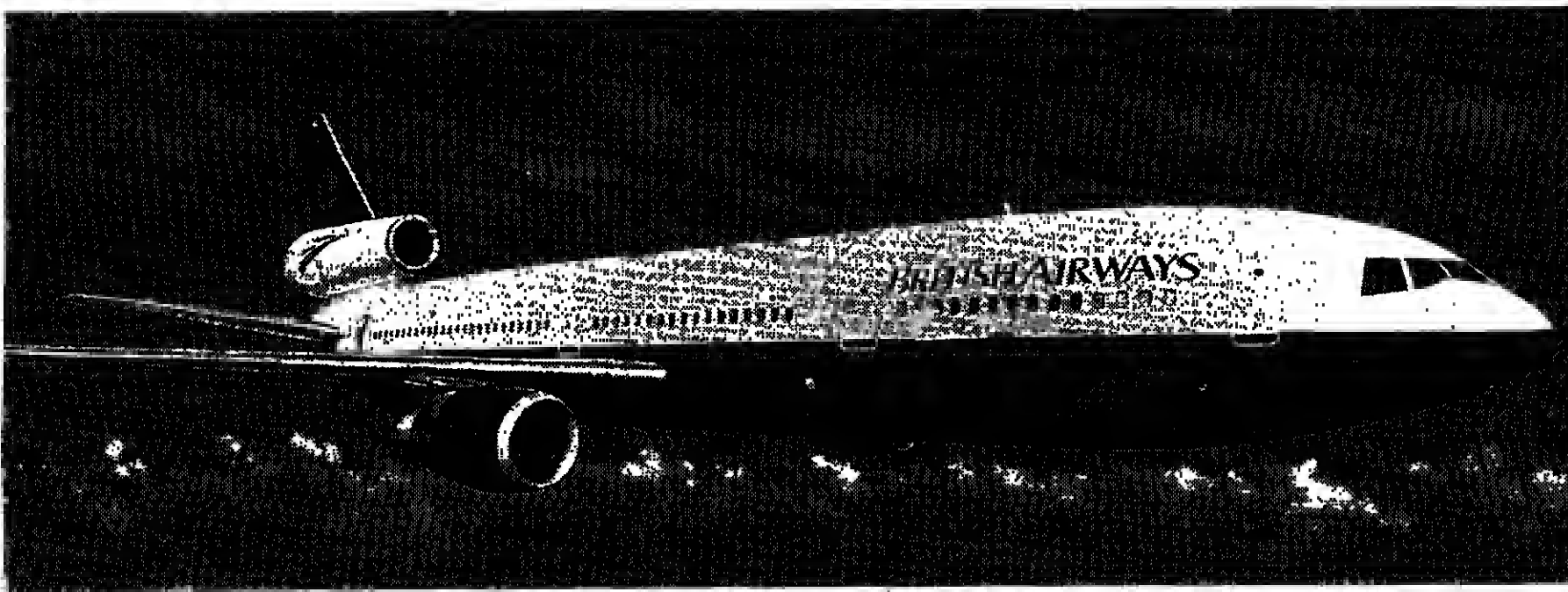
to boycott a third round of high-level talks with the United States, saying Washington was not carrying out its part of their agreement. The Associated Press reported from Tokyo.

North Korea said Tuesday that it had fulfilled its part of the agreement with Washington by accepting the inspection and resuming talks with South Korea on exchanging envoys. A statement by an unnamed Foreign Ministry spokesman said the United States

was acting unreasonably by calling the inspection unsatisfactory and insisting that the Korean envoys had to be exchanged before it would call off the "Team Spirit" military exercises and proceed with the Geneva talks.

"If the United States finally refuses to fulfill its obligations," the spokesman said, "we, too, will be unable to ensure further still the continuity of safeguards of the International Atomic Energy Agency."

TWO GIANTS.



These days the Welsh Dragon is a real high flyer since two international giants of the aero engineering industry chose Wales.

British Airways has its new engineering base at Cardiff Airport and recently General Electric (USA) has moved to nearby Nantgarw, where they service aircraft engines for famous names like CFMI, Rolls Royce and Pratt & Whitney.

With more than a little help from the Welsh Development Agency, both companies were not merely able to find the right site,

but also the right people from Wales' skilled and flexible workforce.

The WDA has also assisted in the development of a local supplier infrastructure to ensure vital components are always at hand.

To get your business off the ground, put the Welsh Advantage to your advantage. Call the team at Welsh Development International on +44 222 666862, or write to Welsh Development International, Welsh Development Agency, Pearl House, Greyfriars Road, Cardiff CF1 3XX.

ONE DRAGON.



THE WELSH ADVANTAGE.

Old Apartheid Flag Gets the Boot

PRETORIA — South Africa's transitional authority approved on Tuesday a six-color flag to replace the one associated with apartheid. The flag, chosen from 7,000 suggestions, was presented to applause at a meeting in Pretoria. It comprises a geometric pattern in red, white, green, blue, black and yellow.

The multiparty Transitional Executive Council also accepted "Nkosi Sikeleli Afrika" ("God Bless Africa") as one of two interim national anthems.

The song is sung at rallies by black liberation groups. The other anthem will be the current one, "Die Stem" ("The Voice").

HOMELAND: Right 'Betrayed'

Continued from Page 1
 for several minutes, and then were shot dead by a Bophuthatswana policeman.

The Afrikaans newspaper Die Beeld editorialized that it hoped the Bophuthatswana incident ended the era of white armed intervention into black affairs. But it also appears to have aroused division and recrimination among Afrikaners, whites of mostly Dutch descent who settled here in the 17th century.

Mr. Terre-Blanche excommunicated a fellow rightist, Constand Viljoen, former head of the South African Defense Forces, who mobilized his own commandos to defend Bophuthatswana. He said General Viljoen is now "on the pay list of Nelson Mandela" and "playing into the hands of the Communists."

General Viljoen said that the dangers of working with Mr. Terre-Blanche had become clear to him in Bophuthatswana and he formally split from an alliance with him and launched a parliamentary bid for the elections, pledging to struggle peacefully for a separate nation for Afrikaners.

Work on installing a fence began last weekend.

But the pilgrims keep coming. "What convinces me is the piety of people here," said Jacques Cirilo, who came with a group of faithful from Bayonne, in southern France.

Others eagerly told of their own experiences of visions, cures, and conversions. Then it was time for the Virgin's message. "My daughter, mortals wish to use a temporal power against this ash tree," the voice warned.

In the town hall, Mr. Herranz remained unimpressed. "You'd think the Virgin had more important things to worry about than this," he said.

Constitutional Revision Is Approved in Belarus

REUTERS
MINSK, Belarus — The Belarus legislature replaced the country's Soviet-era constitution on Tuesday with a new version that puts an elected president at the head of the Slav nation of 10 million.

A presidential election is widely expected by late June.

CULT: 2 Spains Meet at El Escorial

Continued from Page 1
 ment built by General Franco to those who died fighting communism and atheism. Yet today the 6,000 inhabitants of El Escorial vote left.

Julian Arguello, who heads the International Association of Friends of Prado Nuevo, naturally blames the left for the cult's troubles. "For 11 years, we prayed there without a problem," he said. "But Rodriguez decided to finish with us. He said he'd do anything to stop El Escorial from becoming another Fatima or Lourdes."

By then, though, the Virgen de los Dolores foundation was well established, operating two old people's homes in El Escorial and a seminary for young lay women near Burgos. With more than 100,000 pilgrims visiting Prado Nuevo every year, Mrs. Cuevas's fame had reached beyond Spain.

At first, the Catholic Church discouraged priests and nuns from coming here and urged Mrs. Cuevas not to appear in person at the ash tree. Yet, as the conflict has increased, it has shown more sympathy. Last December, Cardinal Angel Suquia, whose archdiocese of Madrid includes El Escorial, even came to the foundation's chapel here to celebrate mass.

For the town hall, though, the debate has less to do with religious freedom than with mundane property rights. At least this is how it presents its case. And since it is now the owner of Prado Nuevo, it wants to turn the 100-hectare (250-acre) area into a park — without a section reserved for pilgrims.

The first sign of trouble came in October 1992 when "unknown persons" tried to set fire to the ash tree. Santiago Herranz, the municipal councillor in charge of recreation, denied the town hall was in-

ATTENTION EXECUTIVE
 Publish your business message in the International Herald Tribune, the most widely read business and industry newspaper in the world. It is read by over 100,000 executives in over 100 countries. It is the only newspaper that can reach you in over 100 countries. It is the only newspaper that can reach you in over 100 countries. It is the only newspaper that can reach you in over 100 countries.

BRUSSELS
 A business center with a complete range of services.

YOUR OFFICE IN PARIS
 A business center with a complete range of services.

YOUR ADDRESS
 A business center with a complete range of services.

ibune
 ASSIFIED AD?

MIDDLE EAST
 ASSIFIED AD?

AFRICA
 ASSIFIED AD?

SOUTHERN AFRICA
 ASSIFIED AD?

NORTH AMERICA
 ASSIFIED AD?

IES
 ASSIFIED AD?

IBBE Travel
 ASSIFIED AD?

ICHISE RIGHTS
 ASSIFIED AD?

LICENSE
 ASSIFIED AD?

ow much
 helping

ference
 ASSIFIED AD?

U.S. Trip Called Off By Ozawa

Trade Talk Role Debated in Japan

By T. R. Reid

TOKYO — A pragmatic approach to trade talks between the United States and Japan has been rejected by Prime Minister Toshiki Kaifu, who has called for a more aggressive stance. The decision to cancel a trip by U.S. Trade Representative William E. Brock to Japan has been a significant move, as it signals a shift in the Japanese government's position on trade negotiations. Mr. Ozawa, a member of the Liberal Democratic Party, has been a vocal critic of the current trade policy, arguing that it is too soft on American interests. He has called for a more assertive approach, one that would not shy away from tough negotiations. The Japanese government, however, has been reluctant to take such a hard line, fearing it might damage the long-standing relationship between the two countries. The debate over trade policy is a complex one, involving economic interests, diplomatic relations, and domestic politics. As the world economy continues to evolve, the role of trade talks in international relations remains a topic of great importance.

Justice has prevailed!

With a unanimous decision in the AMD®80C287™ microcode case, a federal court jury has confirmed AMD's right to sell microchips containing Intel microcode. AMD will continue to supply Am386® and Am486™ microprocessors without interruption. That is good for us, good for the industry, and good for you. In that spirit, we call upon Intel to end the legal harassment of AMD in the courtroom and recognize the value of fair competition.

After all, AMD has provided innovation and aggressive competition to the microprocessor marketplace over the past 12 years and through the four generations of microprocessors from the Am8086 to the Am486.

We are committed to providing

innovation and better value within the Microsoft® Windows™ compatible standard. Our high-performance and low-voltage microprocessors have earned us numerous awards, including PC Magazine's Technical Excellence Award and Byte Magazine's Award of Distinction.

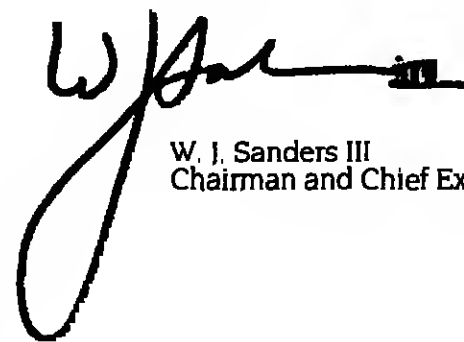
It's all part of our strategy to deliver the microprocessors the market demands, and we've made good on that promise. In the past decade, we've shipped over 60 million X86 microprocessors—over 20 million in the last two years alone.

Innovations will continue. Our new K5 microprocessor, with a proprietary architecture, will be sampled by year-end. K5 is a high-performance fifth-generation Microsoft Windows-compatible microprocessor.

It's a thrilling time for AMD. We

are focused on winning in the marketplace through tough competition, innovation, and differentiation. That's the kind of attitude you'd expect from a company that had more than \$1.6 billion in sales in 1993—a Fortune 500 giant with over 12,000 highly trained, motivated professionals who are dedicated to success.

Rest assured, AMD will continue its history of success and leadership into the 21st century.

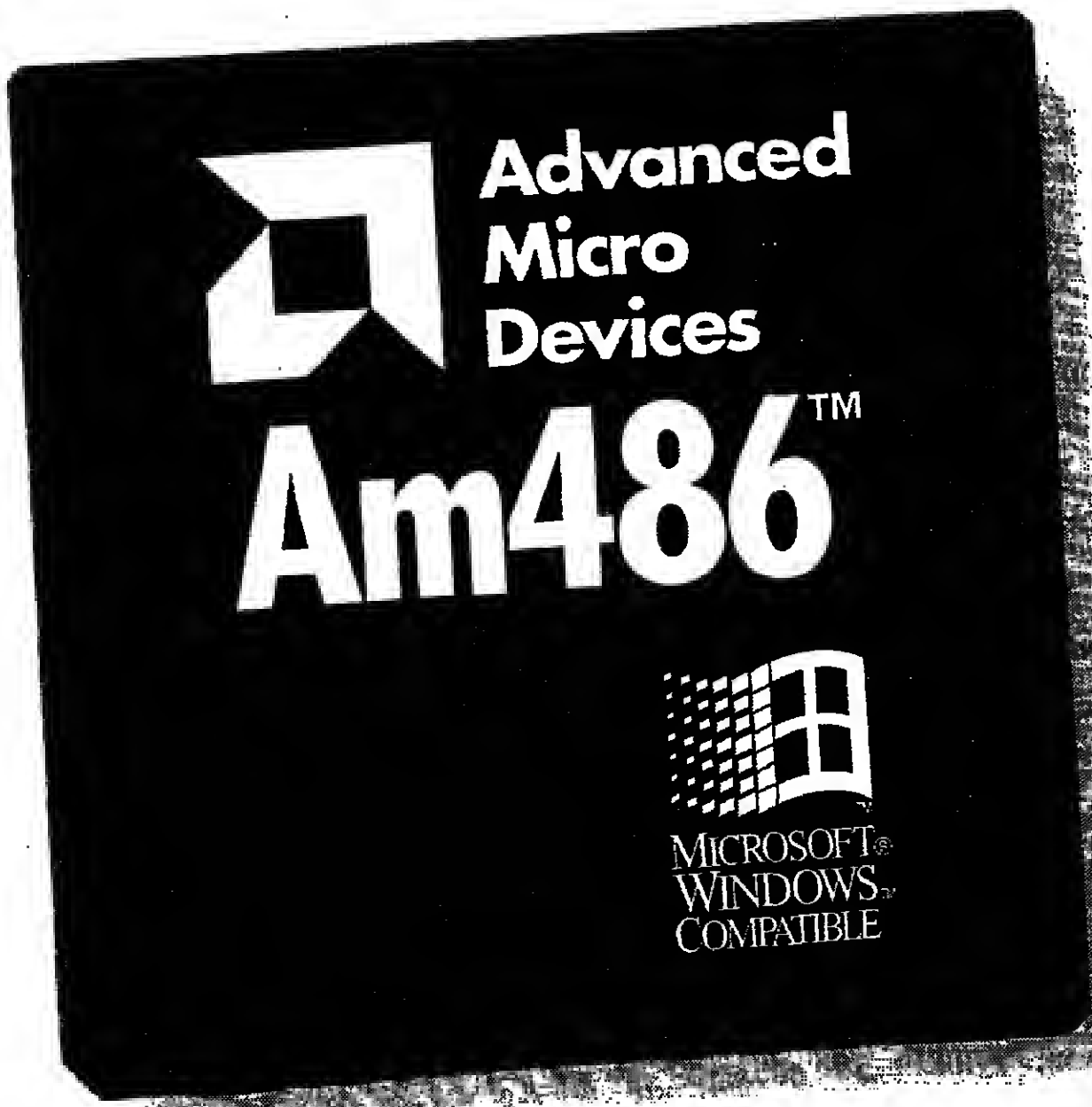


W. J. Sanders III
Chairman and Chief Executive Officer



Advanced Micro Devices

μCode Of Honor.



Herald Tribune

PUBLISHED WITH THE NEW YORK TIMES AND THE WASHINGTON POST

A Clearer Focus on China

If the Clinton administration finds it politically impossible to cut off trade with China in the name of human rights, it should not make threats. Secretary of State Warren Christopher went to Beijing in the manner of a judge giving a defendant one last chance before finding him in contempt of court. Since the Chinese have remained adamant, he is now reduced to looking for silver linings, and finding examples of microscopic progress here and there, in anxious preparation for the backdown that now looks probable.

The Clinton administration has been saying for nearly a year that if there is no significant improvement in the practice of human rights in China by June, China will lose the trade benefit known as most-favored-nation treatment for the goods it sells in America. Under most-favored status, imports from China enter under the lowest tariff that any other country gets. Without it, tariffs would shoot up to levels that would be prohibitive for many kinds of goods. American exporters to China have been drumming on the administration not to withdraw most-favored status, since the Chinese would certainly retaliate. But American trade with China is unusually lopsided. Last year China exported goods worth \$31.5 billion to the United States, while importing only \$8.5 billion in American goods. America's trade deficit with China is second only to its deficit with Japan.

While the United States complains endlessly about the Japanese deficit, you have heard very little about the one with China. All of the United States' relations with China are colored by an odd but powerful emotion that you could call commercial romanticism. It is an attitude smitten with the grandeur of China as well as the size of its markets, and it leads to a willingness to do business on China's own peculiar terms. While that \$8.5 billion a year in exports is substantial, it is much less than the United States exports to, say, either South Korea or Taiwan. Oh, the romance responds, but China is growing much faster. True. That makes the present moment a good one to clarify the rules for that growing trade. If the United States insists on open markets in Japan, how about China?

A less romantic argument for doing nothing points out that trade with the West promotes rapid economic growth, which in turn undercuts the Communist regime. That is true, but the old regime will not necessarily be replaced by anything like democracy in the Western sense. Trade is a conduit for ideas, but building influence is a slow process.

After Mr. Christopher's trip, the United States needs to consider carefully exactly what it wants to accomplish in its trade with China. First of all, it needs to stop talking about sanctions if it does not intend to impose them.

—THE WASHINGTON POST.

Marginalize Extremists

Israel's government, predictably, ran into a minefield of domestic criticism on Monday for outlawing two Jewish radical groups linked to terrorism. Not only settler groups but some members of the main opposition party, Likud, find it intolerable for an Israeli government to subject Jewish extremists to the same kind of restrictions that have long been employed against radical Palestinians.

Generally, it is hard to justify restrictions on peaceful, if provocative, political advocacy. But in this case, Prime Minister Yitzhak Rabin acted appropriately. The mosque massacre in Hebron on Feb. 25 and subsequent revelations that Israeli troops had standing orders to avoid deadly force against settler violence made it urgent for Israel to demonstrate greater evenhandedness in security matters.

Such evenhandedness, rather than deployment of armed international observers or the other new concessions that the Palestine Liberation Organization has been demanding, is the right way to get the now suspended peace talks between Israel and the PLO back on track.

Yasser Arafat, the PLO chairman, has seemed almost as eager as Israel to return to the negotiating table. But because he is already under criticism for his high-handed leadership style, he has had no choice but to defer to Palestinian anger over the Hebron atrocity. Palestinians ask how they can go ahead with a peace plan which, at least for now, leaves intact militant Jewish settlements

like the one from which Baruch Goldstein emerged to do his killing.

But the Rabin government has a hard enough time selling the existing peace agreement without making any new unilateral concessions on the status of settlements or other new Palestinian demands, which include the deployment of an armed international force and immediate negotiations on Jerusalem. Israel must instead find convincing ways to assure Palestinian security from settler violence within the terms of the framework agreement signed last September.

For example, Israel could, while allowing settlers to keep their arms within their own communities and while traveling on main roads, require that those weapons be surrendered upon entry to predominantly Arab villages and other sensitive areas. A variant of that approach is now being tried, with some success, in the area of Jerusalem's Western Wall.

But even though Israel could usefully expand its crackdown on militant settlers, its decision to ban the two radical groups means that it has already taken some significant and politically difficult first steps. Palestinian leaders, who are now considering their response, should authorize an early return to the negotiating table so that interim Palestinian self-rule can begin without further delay. That would be by far the most important step toward marginalizing the violent settler fringe.

—THE NEW YORK TIMES.

If Kohl Were to Fall

Helmut Kohl has put a brave face on it, but the vote in Lower Saxony makes it necessary for Germany's friends to start wondering what a Kohl-less Germany would mean for them. Mr. Kohl says he still has a realistic chance of staying chancellor after next October's general election. He is indeed a great survivor. There are some obvious mistakes that his opponents could make — above all, promising things that would mean higher taxes. Seven months is a long time in politics. All that having been said, the result in Lower Saxony on Sunday — in the first of this year's crescendo of German elections — is bad news for Mr. Kohl.

His Social Democratic opponents beat his own Christian Democrats by a solid 44 percent to 36 percent. Worse, he may be about to lose his partner in the national government, the liberal Free Democrats; their election from Lower Saxony's parliament may point to their extinction in Bonn, too. Mr. Kohl's best hope of rescue is a turnup in the economy.

In mid-March, the odds suggest that by the end of October the Social Democrats could be running the government in Bonn — maybe in coalition with the rising Greens, perhaps as senior partners in a "grand coalition" with the Christian Democrats (which presumably means without Mr. Kohl), conceivably all by themselves. What might that mean for Germany and the rest of the West?

Rudolf Scharping, the Social Democrats' new leader, is a clear-minded modernizer. His ability to manage the country sensibly, particularly if Mr. Kohl were to leave him a restructured economy on the upturn, should not be ruled out. But he has not yet got a grip on his party: he runs it largely from his provincial base, not from Bonn, and the party's left wing is still not properly under his control.

A government by the Social Democrats could be inclined to pay its due to the people who voted it into power. It might be softer on pay increases than Mr. Kohl has been. It would wish to do more for the still growing lines of the jobless. It would be even more reluctant than the present government in cut the splendid but costly social welfare superstructure that makes German workers, and

thus German exports, so expensive. If the Social Democrats turn their back during the election campaign on the tax rises that might pay for these things — but would lose them votes — the result could be worse money supply figures, even tougher Bundesbank interest rates than now, and a downward twist to the economy.

The other possible danger is a prolongation of German flabbiness in foreign policy. A part of the Social Democratic Party is the chief remaining repository of the great post-1945 German illusion, the belief that the only alternative to Hitlerian world-brutality is something very close to pacifism. With the Social Democrats in power, it could take even longer to shape the reasonable compromise for the 1990s — a foreign policy in which German soldiers can fight alongside their NATO allies for good causes outside Germany. If the Social Democrats rule in coalition with the Greens, no friends of NATO, it might not happen in this century.

A generation ago, Germany's Social Democrats led their European colleagues in the march away from Marx. The world has changed hugely since then. Mr. Scharping's Social Democrats have seven months to show how much they have, after all, changed with it.

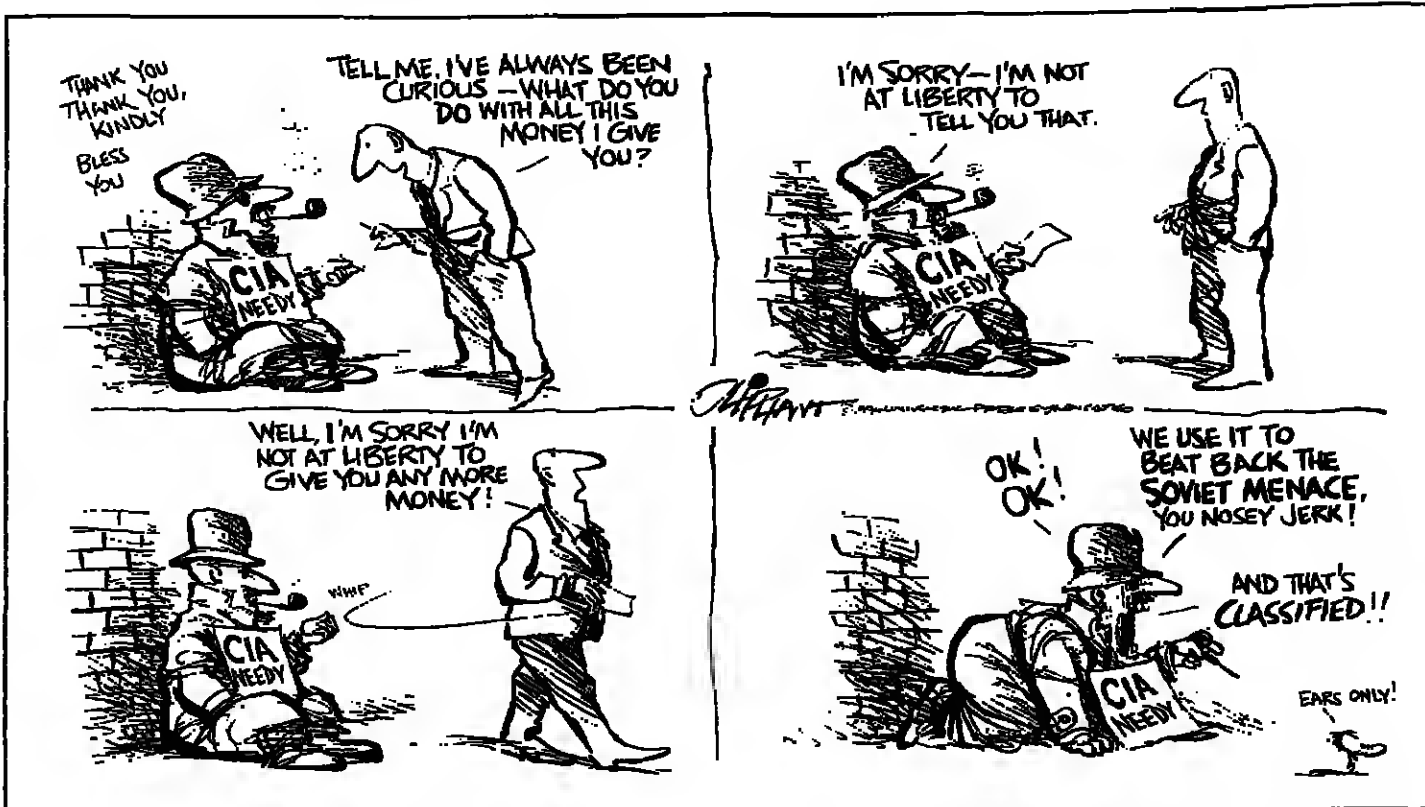
INTERNATIONAL HERALD TRIBUNE.

Other Comment

No Compromise With Hate

The decision by Benjamin Chavis of the NAACP to go ahead with plans to invite Louis Farrakhan of the Nation of Islam to a meeting of black leaders is disturbing. Mr. Chavis hopes to draw Mr. Farrakhan toward moderation. But those who adopt extreme positions guard them jealously, lest still more extremist rivals steal their thunder. His own group's internal dynamics have wedded Mr. Farrakhan to hate. Rather than pandering to the worst impulses in the black community, responsible leaders have a duty to reaffirm the humane values that underlie all real progress.

—The Baltimore Sun.



On China Policy, Washington Should Start Afresh

By Jim Hoagland

WASHINGTON — Say this for Warren Christopher's bungled diplomatic foray into China: It makes his handling of Bosnia look brilliant by comparison. The end of winter brings out the worst in the Clinton administration's penchant for launching the low-key Christopher at a high-profile diplomatic problem as a substitute for a clear, effective policy.

Almost a year ago, Mr. Christopher went off to whip the Europeans into shape on Bosnia, only to come home in visible retreat. But at least the Europeans were equally responsible for the policy mess on Bosnia. On China, the secretary of state, the president and their aides have produced a policy disaster all on their own.

By the time Mr. Christopher left Beijing on Monday, he had made a bad situation worse with a visit that should never have been made. The odds now are that the administration will come out with the worst of all worlds on China: trying to compensate for political errors through economic pressure.

In the last six months Washington has given the crumbling Communist dictatorship new political legitimacy by seeking a "dialogue" on human rights. Now that Mr. Christopher has been kicked in the teeth by the Chinese, President Bill Clinton may be forced to maintain his credibility by canceling the most-favored-nation trading status that is helping make China more of a capitalist nation.

He would have been better off the other way around: maintaining normal trading status with China while withholding the political approval that Mr. Clinton conveyed by welcoming China's president for a bilateral meeting last November in Seattle and by other high-level contacts that his administration has pursued.

Astonishingly, in the wake of the deliberate

humiliation of Mr. Christopher, Undersecretary of Defense Frank G. Wisner stayed on in Beijing Monday to discuss a future meeting between the two nations' defense ministers.

Could my outrage be misplaced? Is the Wisner mission a tip-off that the past week of Beijing arrests and harassment of dissidents and soft words by Mr. Christopher was a staged presentation of Chinese toughness, masking a secret deal to be unveiled in time to justify Mr. Clinton's grant of most-favored status in late May?

Let us hope so. Otherwise one must conclude that the Chinese believe that no matter what they do they already have in the bag renewal of the trading rights that have built them a projected \$24 billion trade surplus with America this year.

Beijing could easily have drawn the conclusion that Mr. Clinton would not dare buck "the business lobby" from a speech given to the Hong Kong Chamber of Commerce on March 3 by Undersecretary of Commerce Jeffrey Garten, who emphasized the importance of China and Indochina to Mr. Clinton's "national export strategy" and to American investors.

Asked by reporters how his speech fit with the president's emphasis on human rights and Mr. Christopher's upcoming visit to China, Mr. Garten replied that he did not deal with human rights.

Mr. Christopher's performance may well have confirmed for the Chinese that buying this administration works. Speaking before unhappy U.S. businessmen in Beijing, the secretary softened the administration's stand on what the Chinese must do to get most-favored status renewed. Before the

Chinese beat up on him, Washington sought substantial progress in human rights. Now Mr. Christopher seeks only "limited progress."

That downgrading of the U.S. goal — under the twin pressures of the Leninists who run the Chinese government and U.S. businessmen reaping handsome profits in a low-wage economy — does the dissidents of China a disservice. And it obscures what "human rights" means in China today.

Dissidents demand to be able to say in public that they want a democratic China, in which the Communist Party has to compete for power at the ballot box rather than monopolize it through the barrel of a gun. Prime Minister Li Peng's army murdered hundreds of students rather than let them say those dangerous words in June 1989. A score of people who would have said those words to a senior U.S. official were arrested just before or during Mr. Christopher's visit, with little visible outrage by the secretary.

China is a reality that has to be acknowledged. Trade in nonmilitary goods, on a normal basis, is a constructive way to do that. But President Clinton has saddled himself with the choice of revoking most-favored status or cynically claiming that his policies have produced significant change in China when that is not the case.

Better to do what no government, including Bill Clinton's, has ever done. That is to admit that it has botched its China policy and needs to start afresh. Grant most-favored status, suspend high-level political contacts, and have Mr. Clinton again meet pro-democracy Chinese students and publicly support Tibet. That would at least gain him something that Mr. Christopher's visit did not produce: respect from the tough-minded rulers of China.

The Washington Post.

For Aid to Work, Help the Poor Help Themselves

By Muhammad Yunus

DHAKA, Bangladesh — Twenty years ago, officials from around the world gathered in Rome to consider the plight of hungry masses everywhere. A commitment was made to eliminate global malnutrition by 1980. This was to be accomplished by creating new institutions, redesigning old ones and spending more money.

Projects financed under this program were supposed to make adequate food available to millions of "beneficiaries." Unfortunately, no such thing happened. But today, although donor nations have reduced their aid budgets, there is an opportunity to do it all over again. This can be done by early in the next century, using the institutions that were supposed to have done it by 1980.

When we think of aid "beneficiaries," we think of faceless people in distant countries. The word "donors" brings to mind sluggish bureaucracies of various shapes and sizes. Consultants, too, play a role; but they have little opportunity to meet those receiving aid. Their knowledge comes mostly from studies by academics, usually far removed from areas of need.

This process hardly allows for meaningful partnerships between donors and the poor.

Who are the real "beneficiaries" of the international aid business, which distributes about \$60 billion a year? A study in Bangladesh found that 75 percent of the billions of dollars Ban-

gladesh has received in foreign aid since independence in 1971 went back to donor countries to pay for consultants, advisers, commodities, equipment and so on. Most of the remaining 25 percent of the aid went to local consultants, advisers, contractors, bureaucrats and engineers, not the poor. So who are the real beneficiaries?

The aid to Bangladesh helped build roads, bridges, power plants and research institutions, and helped buy equipment for factories.

Large numbers of people are supposed to benefit. But most often, it is the people who prepare and implement "aid projects" who benefit.

The poorest half of the populations of recipient countries, particularly women, see few benefits. Some projects even harm them.

Aid bureaucracies claim to promote "development" in Third World countries. Development, in most cases, is interpreted as short-term economic growth. Aid methodologies are usually designed by so-called experts at growth-promotion. These experts may do a good job of building infrastructure, but they show no skill in improving the productive capacity of the poor people.

The multilateral development finance institutions, both global and regional, focus on infrastructure building. Their methodologies allow

them to work only with national governments, not nongovernmental organizations or civic groups.

It is time for the wealthy Northern countries to make a political commitment to build solidarity with the poorest half of the population in the South, particularly women. Tax-payers in donor countries should make it plain to their aid officials that they want their money to be spent directly on the reduction of poverty. There should be a clear timetable for making the world poverty-free.

But first, several important changes will be needed in the aid agencies; this is particularly true of the multilateral development finance institutions. All these agencies need to redefine their missions to reflect this new commitment.

One strategy that development agencies can use to make this happen is to ensure that the poor have access to investment capital. Credit is a potent weapon, helping the poor fight their way out of poverty through their own efforts. Poor women show exceptional skill and agility in building better lives for themselves and their families once they have access to credit.

Grameen Bank in Bangladesh, and more than 100 Grameen branches in 40 other countries, have demonstrated this beyond doubt.

Today, Grameen Bank serves nearly two million borrowers in Bangladesh, 94 percent of them women. Grameen works in half of Bangladesh's 68,000 villages.

Last year more than \$300 million was disbursed in housing and income-generating loans. The repayment rate remains above 98 percent. Research on Grameen borrowers shows that the bulk of them are moving steadily out of poverty.

Grameen Bank has always been known as a bank for the poor. But we are approaching a time when it will be described as the bank of the formerly poor.

We find it strange that while Grameen is admired for pioneering a method that gives the poor a chance to move out of poverty, international development finance institutions find it impossible, or at least difficult, to support the Grameen replication programs around the world. Their rules, procedures, methodologies and concepts get in the way.

In frustration, we have created a separate organization, Grameen Trust. Private and official donors have provided funding to finance Grameen replications around the world. To cope with fast-rising demand for training and funding, the Trust has prepared an estimate of demand over the next five years. We are asking donors to help us assemble the needed amount — about \$100 million — to support an increasing number of Grameen replications.

If the people of the donor countries make a political commitment to build solidarity with the poor around the world, they will know how to change their bilateral and multilateral aid methodologies to carry out their will. No excuses from aid agencies can stand before the firm political commitment of concerned taxpayers.

The writer is managing director of the Grameen Bank in Bangladesh. He contributed this comment to the International Herald Tribune.

Try Paying The Settlers To Leave

By Milton Viorst

NEW YORK — Prime Minister Yitzhak Rabin, campaigning for resumption of Middle East peace talks, should start by helping Jewish settlers who want to leave the occupied territories and return to Israel. He told the Knesset last month that hundreds of settlers in Gaza had asked to be relocated. A few weeks ago, 15 families from the West Bank settlement of Ariel petitioned the government for assistance in returning home. Reports indicate that thousands more may be ready to follow.

Knesset members from Mr. Rabin's Labor Party have drafted legislation calling on the government to pay compensation to settlers wishing to go back to Israel. Several Laborites have set up a hot line to assist settlers who want to leave.

Yet Mr. Rabin says he does not want to encourage departures. He is spending government funds to complete settlement projects even though tens of thousands of apartments in the West Bank have stood vacant for months and show no prospect of being occupied.

Mr. Rabin, whose cabinet voted on Sunday to ban two Jewish extremist groups from the West Bank, was due in Washington this Tuesday to confer with President Bill Clinton on a strategy for resuming the talks. But the Palestinians, acting from the massacre at Hebron, distrust him and hesitate to return to the table. Mr. Rabin and Mr. Clinton will work on the wording of a United Nations resolution condemning the massacre, but the Palestinians will not be satisfied with mere words.

Since the handshake in September on the White House lawn, the occupation has grown more onerous. Instead of playing with words, President Clinton might ask Prime Minister Rabin why he refuses to start dismantling the settlements, the principal obstacle to peace.

Recent polls show that Israelis are substantially ahead of Mr. Rabin on this issue. Most seem prepared for a major curtailment of the settlements.

Paradoxically, Mr. Rabin makes no secret of his dislike for the settlers. When he was prime minister in the 1970s, he did his best to limit settlements. Nearly all of the 130,000 Jewish inhabitants of the territories arrived when the right-wing Likud Party was in power.

But the settlers' power intimidates Mr. Rabin. Toting guns, they proclaim that they will defy the government if it tries to dilute their presence. Mr. Rabin, who is also defense minister, is responsible for the army's kid-gloved treatment of the extremist settlers.

Most Israelis believe that Mr. Rabin is prepared, in time, to sacrifice the settlements. But in dealing with the Palestine Liberation Organization, his negotiating strategy has been to give nothing away without a commensurate concession.

That may be sound in normal bargaining, but the Palestinians have little to give, and the strategy is leading to disaster. The negotiations need more goodwill.

In refusing to help settlers who want to go, Mr. Rabin is cynically bowing to the extremists. Relocation may be expensive, but it is a fore-sighted investment. Humane dealings with the settlers now will begin the erosion of their movement, making it easier for the government to confront the dichotomy later.

Mr. Clinton might well remind Mr. Rabin that Israel has not used the \$10 billion for which the United States provided loan guarantees last year. Mr. Clinton need only say the word to make the money available for resettling Israelis.

Washington has also committed money from the Agency for International Development to Palestinian housing in the territories; the first \$25 million was authorized last month. Palestinian expatriates have offered to form consortia to invest in housing in the territories. They are ready buyers of the vacant apartments in the West Bank. Surely the quickest way for them to put the U.S. money to its intended use would be to buy the homes of Israelis who want to leave.

As the Palestinians see it, the negotiations, which began in hope, climaxed at Hebron. If Mr. Rabin is sincere in wanting to resume the talks — and I believe he is — he must show them that peace will benefit them. What better way than to help Jewish settlers go back home?

The writer, author of "Sandcastles: The Arabs in Search of the Modern World," contributed this comment to The New York Times.

IN OUR PAGES: 100, 75 AND 50 YEARS AGO

1894: A Bomb in Church

PARIS — A bomb exploded just inside the Madeleine at half-past two o'clock yesterday afternoon (March 15), and killed a young man who it is supposed carried it in his pocket. No one else was injured, and the church was not damaged. The police think that an anarchist plotted to blow up the Madeleine, and went there with his bomb and several friends for eye-witnesses. Fortunately for the community — but unfortunately for the anarchist and for M. Delhier, public executioner, who is paid by the piece — the explosive did its work ahead of time, long before the crowd arrived.

1919: Caruso's Payment

NEW YORK — Collector William H. Edwards, of the Second Internal Revenue District, has announced he has received in the form of certificates of indebtedness \$20,000,000 from corporations as income-tax payments. He also received a cheque

for \$38,483 and 43 cents from Enrico Caruso, which is one-fourth payment of the famous singer's estate tax of \$153,933 and 70 cents. Caruso wrote a letter with the cheque, saying: "I am very proud to pay my part of the expenses of the war. America has done much for me and I am happy to reciprocate."

1944: Casino Is Erased

ALGIERS — [From our New York edition:] The town of Casablanca, which the Allies have been fighting for six weeks, was virtually wiped off the face of the earth today (March 15) in the fiercest air attack of the Italian campaign. All the heavy, medium and light bombers of the Mediterranean Allied Air Force went out this morning in blast away for the Allied armies through the Gustav line and dumped 1,400 tons of explosives on the little town that has barred the path to Rome. Allied artillery then took over, streaming shells into what had been an enemy fortress.

International Herald Tribune
ESTABLISHED 1897
KATHARINE GRAHAM, ARTHUR OCHS SULZBERGER
Co-Chairmen

RICHARD MCLEAN, Publisher & Chief Executive
JOHN VINOCUR, Executive Editor & Vice President

• WALTER WELLS, News Editor • SAMUEL ABE, KATHARINE KNORR and
CHARLES MITCHELLMORE, Deputy Editors • CARL GEWIRTZ, Associate Editor
• ROBERT J. DONAHUE, Editor of the Editorial Pages • JONATHAN GAGE, Business and Finance Editor
• RENÉ BONDY, Deputy Publisher • JAMES McLEOD, Advertising Director
• JUANITA I. CASPARI, International Development Director • ROBERT FARRÉ, Circulation Director, Europe

Directeur de la Publication: Richard D. Simmons

International Herald Tribune, 181 Avenue Charles-de-Gaulle, 92521 Neuilly-sur-Seine, France.
Tel.: (11) 46-37-93 (U.S.). Fax: (11) 46-37-93 (U.S.). Advertising: 46-37-52 (U.S.).
Editor for Asia: Michael Richardson, 5 Cantonment Rd., Singapore 0511. Tel. (65) 472-7700. Fax: (65) 274-2134
Mng. Dir. Asia: Rolf D. Krampehl, 50 Gloucester Rd., Hong Kong, Tel. 861-0816. Fax: 861-3973
Mng. Dir. U.K.: Piers Davie, 45 Long Acers, London WC2, Tel. (071) 836-4002. Fax: (071) 540-2254
Gen. Mng. Germany: W. Lauterbach, Friedrichstr. 14, 10117 Berlin, Tel. (030) 72 67 53. Fax: (030) 72 73 10
Pres. U.S.: Michael Garmy, 251 Third Ave., New York, N.Y. 10022. Tel. (212) 752-8800. Fax: (212) 755-8785
S.A. an capital de 1.200.000 F. RCS Nanterre B 732021126. Commission Paritaire No. 61337
© 1994, International Herald Tribune. All rights reserved. ISSN 0244-0222



'The Flag': Revolution That Wasn't

By Sheridan Morley
International Herald Tribune

LONDON — Corin and Vanessa Redgrave are launching a new theater company, at Bridge Lane in Battersea, with Alex Ferguson's "The Flag," a new play derived from Robert Shaw's 20-year-old novel about the radical vicar of Thaxted in Essex, Conrad Noel, who was famous for his ardent support of the General Strike in a very conservative country parish.

Ferguson has rechristened the vicar, not very originally, John Calvin and tells his story in a series of fragmentary scenes intercut with

LONDON THEATER

story of another radical of the era, John Rockingham. Both men are haunted by the memories of World War I and still surrounded by its walking wounded, and they are characteristically played by Redgrave and John McEnery. But the problem, as in so many Redgrave projects, is that we end up with sketches for a workers' pageant rather than any really crafted or complete drama.

The interest here is in a revolution that never quite happened. A ragged army of survivors from the trenches was on the move across England in the 20s, and taken together with the intellectual interest in communism and the widespread desire for socialism, they could just have added up to a major rebellion. "The Flag" could have been about why that didn't happen, and

there are indeed moments of such sub-Shavian debate, with Jennifer Hilary as the predatory aristocrat and Kika Markham as the vicar's wife, who just wants to go to Brighton while her husband dreams of going to heaven. But the play drifts off into lethargic, fragmentary scenes of life on the road. The real battle between church and state, peasant and politician, is never joined.

For reasons that remain thoroughly obscure (even apparently to its original cast, all of whom resigned en masse during rehearsal), "Omnia: Oedipus and the Luck of Thebes" at the Young Vic is determined to tell us the stories of Oedipus and Thebes, Antigone and Creon, as related in a radio studio by four actors in modern dress wearing headset-microphones.

This would be bad enough were it a school production by radio producer desperate to prove to weary and bored students that Greek drama has some sort of modern relevance. As staged in the round at the Vic, by its resident director, Tim Supple, it is nothing short of a disaster, bringing us none of the original intensity of the drama.

The moment when the Diana Rigg "Medea" has just ended a sellout West End season, and is about to reopen on Broadway, is surely not the one at which to worry about whether the Greeks have any "relevance" to a modern audience. The Young Vic would seem to be in real trouble with its new management, but simply to abandon all theatrical principles and convert to a radio studio would not to me appear high among its options or objectives.

"The Old Ladies" (at the Greenwich) has a

distinguished family tree. Based on the Hugh Walpole best-seller of the early '30s, it was adapted for the stage by Rodney Ackland and first produced by John Gielgud in 1935 with a cast led by Edith Evans. It then became a repertory-theater standard, only to fall from favor in the late 1950s like so many other well-made plays of its period.

Since then it has only had one major London revival (in 1969) and Ackland remains one of the greatest of our "lost" dramatists and novelists. He had a fascination with dark and strange worlds, often focusing on the dispossessed and those living out their lives in the twilight of anonymous boarding houses.

The story of "The Old Ladies" is a very slow one indeed. As a thriller it barely moves, but as a mood drama it remains a certain eerie fascination. Three old ladies in a cathedral town are thrown into conflict by a piece of amber: May (Faith Brook) owns it, Agatha (Miriam Karlin) covets it and Lucy (Doreen Mantle) tries to hold them apart, sensing that the amber will bring death. The ladies are symbolic of terror, greed and decency, but because we never glimpse an outside world, any production needs the same claustrophobic intensity required of "The Heiress."

Instead, Annie Castledine's new production gives us a cavernous mansion with Karlin inexplicably dressed up like Miss Saigon's mad maid-servant, Mantle auditioning for Miss Marple and only Brook as the unwitting, doomed May having any apparent sense of Ackland's special and peculiar gift: the ability to inspire a feeling of uneasiness. Elsewhere, not enough arsenic, too much old lace.

Merchant, No Ivory

By Alexandra Viets

BOMBAY — In filmmaking, the names Merchant-Ivory have come to signify a particular kind of English landscape: the world of drawing-room manners, of subdued color, repressed emotion, lost opportunity, restraint and boundary. This landscape is the product of a unique partnership of more than 30 years between Ismail Merchant as producer and James Ivory as director, the team that produced "Howards End" and most recently "The Remains of the Day," which is up for eight Academy Awards.

Prepare yourself. "In Custody," Merchant's directorial debut reveals an eye and a heart that is cut from a different cloth. Based on the novel by the Indian author Anita Desai, "In Custody," which will be released in Europe in April, depicts the disintegrating world of a great Urdu poet whose life has deteriorated into drinking orgies and the ugly kidnapping of his two wives. It is a personal journey for Merchant back into the Urdu culture of his childhood.

Audiences will see a different kind of film from the Merchant-Ivory works, one that unleashes emotion. Shashi Kapoor plays the poet, Nur, with all the grief and despair of a King Lear. He is a man at the end of his life, who sees the destruction of Urdu culture as he knows it. Despondent and physically unfit, Nur is mostly reduced to the confines of his bedroom.

Into this world steps Deven, a middle-class professor of Hindi, played by Om Puri. An aficionado of Urdu poetry, he is enlisted by a newspaper editor to do an article on the poet. It is Om Puri's gentle depiction of the professor that draws us so deeply into his journey.

Deven's repeated attempts to obtain an interview with Nur are initially frustrated by the jealous interference of Nur's second wife, played by the hypnotic Shabana Azmi. The interview finally takes place in a brothel, disturbed by cackling courtesans and the drunken carryings on of Nur's "admirers." Defeated by circumstances and by the knowledge of Nur's impending death, Deven returns home empty-handed. But at the film's end Deven finds a package from Nur. In it are the poet's last verses, which are now in Deven's custody.

"I have always wanted to do a film about

Urdu," Merchant said, "a language that is graceful, grand, poetic and special in Northern India, both for Muslims and Hindus." Merchant grew up speaking Urdu as the son of a devout Muslim in Bombay. "The Urdu language helped create a civilized world for many millions in India, which is now being threatened. It will soon disappear."

The film's Urdu is exquisitely served by the majestic and mournful poetry of the famous Urdu poet, Faiz Ahmad Faiz, verses of which are quoted extensively throughout the film.

The film ends with the arresting image of Professor Deven holding his book of verse next to his heart as he looks down upon the funerary procession for Nur. It is a powerful image upon which much of the film rests.

The concept of custody is complicated for someone like this director, whose reputation has been built through meticulous adaptation of literary works. The choice to translate Desai's English screenplay into Urdu with English translations (the novel was also written in English) underscored this point. Given these layers of translations, at what point does a film become the work of the filmmaker? Several questions arise from the film: Who really has custody over art? What does it mean to have custody? What responsibilities are entailed?

The film answers these questions in part by the failure of the professor to successfully complete his interview with Nur. It is a combination of the poet's resistance, circumstance and the professor's lack of knowledge that makes it impossible for him to "capture" the poetry on tape.

Alexandra Viets is a writer based in India.

Ismail Merchant

John Walton/Courtesy Press



'The Paper': Kinder, Gentler, A New Edition of 'Front Page'

By Maureen Dowd
New York Times Service

NEW YORK — First, a disclaimer. It would not be proper to write about Ron Howard's new movie, "The Paper," a romp

through 24 hours in the manic life of a New York tabloid, without noting that the film takes an extremely dim view of The New York Times.

The reporters at the tabloid, The New York Sun ("It Shines for All"), are fun, hard-working, casual types. But the uptown rival New York Sentinel, as the Times is called, is portrayed as the sort of place where snotty overbred reporters arrange themselves neatly according to a seating chart, wear bow ties and braces, cry when they miss a story and speak foreign languages into their heads.

Well, *ferme ma bouche*, as we like to say around here. At least Howard doesn't have us sipping food-skin-decal-lattes while we babble polyglotally.

No hard feelings. At least the battered business is getting the glossy Hollywood treatment. It's been a long time since Dustin Hoffman and Robert Redford brought

down Richard Nixon in "All the President's Men," back in 1976, or since Paul Newman outfoxed the less-than-scrupulous Miami reporter played by Sally Field in "Absence of Malice," in 1981.

Suddenly, newspaper movies are a growth industry. "The Paper," with an all-star ensemble cast headed by Michael Keaton, Glenn Close, Robert Duvall and Marisa Tomei, opens here on Friday; Denzel Washington plays a Washington investigative reporter in "The Pelican Brief"; Jennifer Jason Leigh plays a hard-boiled, fast-talking reporter in "The Hudsucker Proxy"; and Julia Roberts and Nick Nolte play sparring and spooning newsmen for competing Chicago papers in "I Love Trouble," due in June.

The new movies seem to be trying to capture some of the glamour of the old newspaper yarns, which dished up wisecracks and romance along with deadlines. Who can forget seeing that first bristling shot of Hepburn and Tracy in the 1942 film "Woman of the Year," where they played an elegant political columnist and an earthy sports columnist who bump into each other in their editor's office?

The actress hiked up her skirt to smooth her stockings just in time to get an appreciative look from Tra-



Michael Keaton (left) on the set of "The Paper" with director Ron Howard: "Taint 'em today, make 'em look good on Saturday."

cy, and art and life were off and imitating.

Of course, the most famous newspaper movie — and the one that added sex to scoops — was "His Girl Friday," the 1940 Howard Hawks remake of the Hecht-MacArthur classic about a Chicago tabloid, "The Front Page," in which the Hildy Johnson character became a woman in the form of veteran career

gal Rosalind Russell, adding a whole new dimension to her relationship with her editor and ex-husband, Walter Burns.

But unlike "The Hudsucker Proxy" and "I Love Trouble," which look back to "His Girl Friday" for inspiration, "The Paper" is a newfangled breed that is, depressingly realistic: a kinder, gentler newspaper movie, domes-

ticated, detoxed and defanged. In the film, Michael Keaton plays Henry Hackett, the metro editor of a New York tabloid. (The word "tabloid" is never mentioned in the movie, for fear sensitive souls will be turned off by mistaken associations with the Florida-based tabloids that offer celebrity dish, extramarital exploits and political features with headlines like

"More Folks Recognize Lassie Than Their Own Congressman" — the actual results of a National Enquirer poll, which revealed that 89 percent recognize Lassie, while only 22 percent knew their congressional representative.)

Hackett does not have the hilariously wicked ways of Walter Burns, who believed, as the movie said, that "getting the story justified anything short of murder" and who sighed happily at one point, "I never double-crossed a governor before."

The most devious thing Hackett does is steal a story off the desk of a New York Sentinel editor played with Waspy waspishness by Spalding Gray — during a job interview at the Times look-alike paper, a scene that was shot at a Morgan Stanley investment banking office, to achieve the proper exalted tweediness.

Except for that one bit of raffish pilfering, Hackett is a pillar of probity who spends the movie trying to prove that two young black men were falsely arrested for a murder that appeared racially motivated and trying to integrate his personal and work life in a way that will please his hugely pregnant reporter-wife, played by Tomei.

In "The Paper," the Keaton character actually yells "Stop the Presses!" one night after he ferrets out new information proving that the two teenagers were wrongly accused. ("If you haven't seen presses running in person, ya oughta check it out," the script gushes.)

But the anything-goes "Front Page" sensibility is expressed only by Keaton's newsroom nemesis, Close, who announces that she is "OD-ing on righteous indignation" and barks, "We taint 'em today, we

make 'em look good on Saturday. Everybody's happy."

Duvall plays a gritty editor in chief whose smoking, drinking and womanizing have made him "the picture of coronary distress," as the script puts it; he tries to reconcile with his estranged daughter, once he learns he has cancer that has given him "a prostate the size of a bagel."

Randy Quaid is a wacky, gun-toting columnist who races around in a Mercedes with a flashing light on top and gets into bar fights with city officials he's mocked.

The script of "The Paper" is by David Koepf, 30, the hot screenwriter whose credits include "Carlito's Way" and co-writing "Jurassic Park" with Michael Crichton, and by Koepf's 37-year-old brother, Stephen, the editor of the nation section at Time magazine.

The fictional paper is based on the New York Post and the New York Daily News. Howard and the actors spent time with editors and reporters from both papers before filming began, hanging out at the Lion's Head with Pete Hamill. "At one point I said, 'I don't think we should put the word "tabloid" in, because I felt people would immediately just think of The National Enquirer or The Star,'" the director said.

Close said she does not read the New York tabloids or many other newspapers. "I'm not a news freak at all," she confessed. "So much information coming at us all the time is not healthy. It's so anxiety-provoking." But she said she was pleasantly surprised when she sat in on a Daily News editorial board meeting and found, morbid jokes and irreverent cracks aside, "They did seem to have a certain amount of idealism."



Rosalind Russell, Cary Grant, Billy Gilbert in "His Girl Friday," Howard Hawks's version of "Front Page."

Dining Out

AMSTERDAM

BRASSERIE DE ROODE LEEUW

Dance 9394 Amsterdam
ORIGINAL DUTCH CUISINE
Lunch/Dinner, per: 12 noon-10 p.m.
Tel: (20) 3550666, all major c.c. accepted.

HAESJE CLAES

Red Dutch Cooking, Open from lunch until midnight. Specialized 27.5.
Tel: 624 99 98. Reservations recommended. All major credit cards.

PARIS 1st

CARR'S

French/Italian cuisine. Weekend brunch 2.95. Open 7/7. IN PARIS, CARR'S BAR & NEVER FAIL, 1, rue du Mont Thabor. Tel.: 42.60.60.26.

PARIS 2nd

SAVANNAH

For over 8 years this unique contemporary restaurant has been serving delicate dishes from Mediterranean & other sunny parts of the world. Regular crowd, 10/21, a classical selection. 27, rue Descazes. Tel: 43.29.45.77.

PARIS 6th

YUGARAJ

Hailed as the best Indian restaurant in France by the leading guides for condensed, 14, rue Dauphine 1. 42.26.44.91.

LE MUNICH-LE PETIT ZINC

The Two Famous Restaurants.
Facing before St Germain des Pres. Traditional cuisine. Good value for money. Mentioned in every guide. 11, rue Saint-Benoit. 1. 42.61.12.70. Open every day until 2 a.m.

PARIS 7th

THOUMEUX

Specialities of the South-West. Confit de canard & cassoulet au saut de canard. All conditions. Open everyday until midnight. 79 rue St Dominique. Tel: (1) 47.05.49.75. Near Invalides Tunnel.

PARIS 13th

LE TOIT DE PARIS

Dance Parties every Saturday night starting at 8 p.m. Live music and DJ. 10/21 DE PARIS on the 10th floor featuring a superb view of the city and the Eiffel Tower.
17 295 rd. d'Orleans and d'Alsace. Paris 13th arr. tel: 42.73.92.00.

PARIS 17th

CHEZ FRED

One of the oldest hotels of Paris. French traditional cuisine. 190 bd. St. Martin. Reservations. Tel: (1) 45.74.20.48.

ROME

DA MEO PATACCA

Traditional, best known for its food, music & folklore. 60153 Rome, Italy. Tel: 06.59.10.68.

VENICE

KERVANSARAY

Turkish & Italian specialties. Excellent bar, best sophisticated restaurant. 1st floor. Ambassador 9. Tel: 51281.5. Air conditioned. Open. Open. Noon 3 p.m. & 6 p.m. - 1 a.m., except Sunday. Open holidays.

Herald Tribune

LIVING IN THE U.S.?

NOW PRINTED IN NEW YORK FOR SAME DAY DELIVERY IN KEY CITIES

TO SUBSCRIBE, CALL
1-800-882-2884
(IN NEW YORK, CALL 212-752-3890)

BEST SELLERS			
The New York Times			
This list is based on reports from more than 2,000 bookstores throughout the United States. Weeks on list are not necessarily consecutive.			
FICTION			
Rank	Title	Author	Weeks on list
1	ACCIDENT, by Danielle Steel		1
2	DISCLOSURE, by Michael Crichton		2
3	THE BRIDGES OF MADISON COUNTY, by Robert James Waller		3
4	SLOW WALTZ IN CEDAR BEND, by Robert James Waller		4
5	LIKE WATER FOR CHOCOLATE, by Laura Esquivel		5
6	THE CELESTINE PROPHET, by James Redfield		6
7	FAMILY BLESSINGS, by Laury R. King		7
8	FATAL CURSE, by Robin Cook		8
9	THE CAT WHO CAME TO BREAKFAST, by Lillian Jackson Hailey		9
10	SAREK, by A.C. Grayson		10
11	RAMA REVEALED, by Richard C. Clarke and Gentry Lee		11
NONFICTION			
1	EMBRACED BY THE LIGHT, by Betty J. Eadie		1
2	THE BOOK OF VIRTUES, by William J. Bennett		2
3	SOUL MATES, by Thomas Merton		3
4	WOULDN'T TAKE NOTHING FOR MY JOURNEY, by Mary Magdalene		4
5	ORPHANS, by Peter Hamill		5
6	THE HOON LIFE OF DOGG, by Elizabeth Marshall Hall		6
7	HAVING OUR SAY, by Sarah and A. Elizabeth Delany		7
8	SENTRIQUAGE, by Jerry Seinfeld		8
ADVICE, HOW-TO AND MISCELLANEOUS			
1	MAGIC EYE, by N.E. Thing		1
2	MEN ARE FROM MARS, WOMEN ARE FROM VENUS, by John Gray		2
3	STOP THE INSANITY! by Susan Fowler		3
4	AGELESS BODY, TIME-LESS MIND, by Deepak Chopra		4

Christopher Lehmann-Haupt is on the staff of The New York Times.

هكذا من الأصيل

ADVERTISEMENT

ADVERTISEMENT

SINGAPORE

BUSINESS UPDATE

SINGAPORE INC. INVESTS ITS ASSETS IN THE REGION

As part of its ambitious drive to develop a strong external economy by the end of the century, Singapore recently announced plans to increase investment in the newly developing economies like India, Burma, Cambodia, Vietnam and Sri Lanka — nations that have traditionally lagged behind Asia's front-runners.

This new strategy entails spending roughly 30 percent to 35 percent of the nation's foreign-exchange reserves on development projects in these emerging economies over the next 10 to 15 years. Given that Singapore has the world's largest foreign-exchange stockpile after Taiwan, there would seem to be plenty of cash to spread around.

It is not difficult to grasp why "Singapore Inc." feels the urge to expand overseas. Neighboring countries can provide what Singapore lacks: abundant, low-cost labor and land. In return, recipient countries can expect to benefit from Singapore's capital, expertise, technology and management skills. During a recent trip to India, Singapore Prime Minister Goh Chok Tong announced that this new strategy meant his government would slowly move away from the existing policy of putting the country's reserves into relatively safe, blue-chip investments.

He emphasized, however, that Singapore will move with extreme caution. In the beginning, only about 2 percent to 3 percent of the country's reserves will be invested in emerging countries, and these funds will be allocated in safe economic

sectors. The percentage will increase as Singapore gains experience in these new ventures. Possible projects include the construction of hotels and other tourist facilities, airports, highways and general industry.

Mr. Goh pointed out that political and social considerations would also be exam-

One-third of foreign exchange reserves will be spent on development projects

ined before large-scale projects were undertaken. As an example, he said that payback on the construction of new highways or power stations might be hampered by the local population's unwillingness to pay tolls or increased electricity charges. The building of warehouses and container freight stations in port development projects could be a better business opportunity in some countries.

The government is quick to clarify that such investments should not be looked upon as foreign aid from Singapore, as they will be assessed strictly from a business point of view to ensure adequate return on investment.

In order to jump-start its regional investment drive, the Singapore government has committed \$250 million to the newly created Asian Infrastructure Fund (AIF), established for the express purpose of channeling investment into regional pro-

jects. With a target of \$761 million over 10 years, about half the fund is expected to be spent in China, with the bulk of the remainder going to Indonesia, Malaysia, Thailand, the Philippines and Taiwan.

The AIF will invest a maximum of \$80 million on any single project, and aims to provide equity holders with a 20 percent to 25 percent return on investment. It will concentrate on telecommunications, transportation and power projects, but does not rule out involvement in property and environmental services projects or other resource developments.

The fund is a typical example of government-private sector cooperation in Singapore. The AIF is co-managed by the American International Reinsurance Group — which launched the AIF with an initial investment of \$100 million — and a new government company called Singa Infrastructure Management. The chief financial advisor is Moen Qureshi, Pakistan's former caretaker prime minister and ex-World Bank chief of operations, who is believed to have been a key player in bringing together American International and the Singapore government.

Another \$25 million of the initial investment will come from one of Beijing's largest state companies, the China International Trust and Investment Corporation. The rest is from major American pension and endowment funds with subscribers that include General Electric, the University of California and Princeton University.

More than \$400 million has been committed so far. Fund managers are hoping

to increase the amount still further by attracting private-sector investors in Singapore, who will be asked to contribute a minimum of \$10 million each.

Numerous countries in the region are eager for Singapore's involvement. Following close on the heels of Singapore's recent commitment to establish a \$156 million technology park in India, the New Delhi government has noted Singapore's expertise in low-cost property development and hopes this skill — as well as finance — can be channeled into new housing projects in India. Singapore has also accepted a request from the Vietnamese government to assess that country's infrastructure needs.

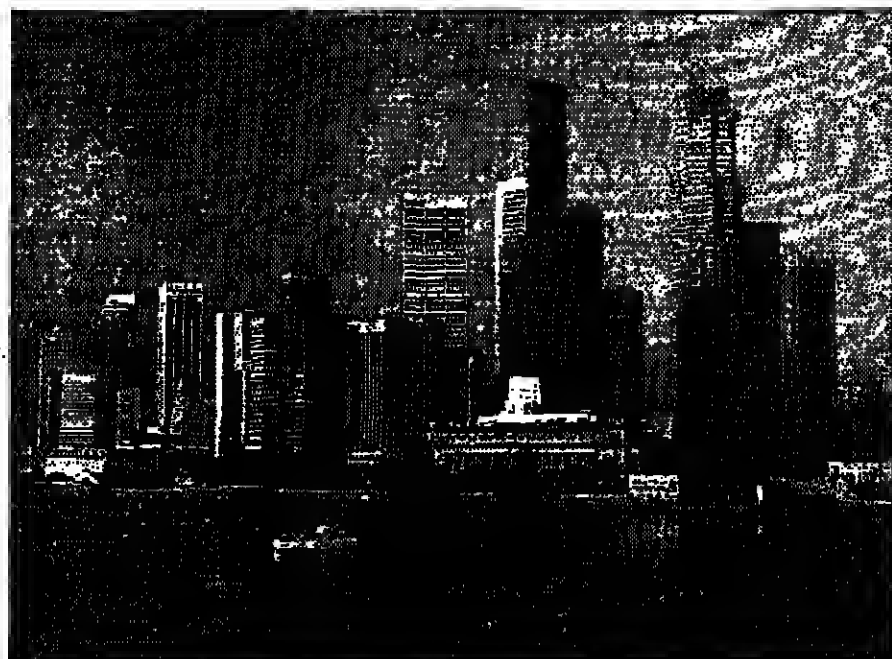
As a start, technical and management training of Vietnamese officials has begun, funded by Singapore's Indochina Assistance Fund. Vietnam recently dispatched an eight-man delegation to Singapore to seek the island republic's help in overhauling Hanoi's transport system.

Cambodia has invited Singapore experts to draft blueprints for a new airport near Phnom Penh and to help with the renovation of the seaport at Sihanoukville.

Burma has requested Singapore's help in opening up its economy and working toward a representative government to enable the country to rejoin the global community.

In another major move, the Singapore government is setting up a \$95 million venture-capital fund to assist local companies to expand regionally. The fund will focus on small and medium-sized companies that have potential, but may not be able to get funding from traditional sources because, for example, they lack a proven track record in a specific country or industry. The fund will provide low-cost seed money in return for equity participation.

The Singapore government often declares that its experience in investing regionally is limited. Through various government-linked



Other Asian countries can provide the low-cost labor and land Singapore lacks.

companies, however, Singapore has been racking up overseas experience for nearly a decade. The investment pace has quickened considerably over the last year.

As far back as 1984, the Pidemco property company, which has government ties, became closely involved in drawing up a master plan for the development of Fujian province in China. Pidemco has a stake in two mixed development projects in Fuzhou and Xiamen, which have a combined value of \$93 million.

Last year, the overseas arm of the Singapore Labor Foundation spearheaded a consortium of Singapore companies that is developing a huge industrial township in China's Suzhou province. A massive joint venture with the Suzhou

municipal government, the 70-square-kilometer project will eventually house 600,000 people and cost an estimated \$20 billion.

On a smaller but still quite significant scale, it was announced early last year that Jurong Environmental Engineering of Singapore will participate in a joint venture to construct a \$700 million highway in China's Sichuan province, a 240-kilometer (150-mile) link between Leshan and Mianyang. A number of other regional investment projects have been announced in the past four months involving companies with links to the Singapore government. For instance, the Development Bank of Singapore (DBS) is setting up a branch in Bombay. DBS Land is getting involved in the construction of service apartments in Ho

Chi Minh City in Vietnam. Straits Steamship Land, through a wholly owned subsidiary, Straits Greenfield Development, will build and manage a 450-room hotel in Rangoon, Burma.

Construction Technology (Contech), a wholly owned subsidiary of the Singapore government-controlled Temasek Holdings, has been made project manager of the largest-ever private residential project in New Delhi — with 2,500 apartments as well as parks, schools and retail outlets. Jurong Environmental Engineering, Sembawang Industrial, Temasek Holdings and Singapore Technologies Industrial Corp. are joining Indonesia's Salim Group to build and manage a 1,000-hectare industrial park in Wuxi, near Shanghai.



THE WORLD GETS SMALLER

Voice, data and images traverse the globe—putting information in the hands of people who need it, when and where they need it. It makes for fierce competition.

The growing challenge is to apply telecommunications technology to create real business advantage. Better and faster.

Singapore Telecom has established a reputation with more than 3,000 multi-national customers to do just that.

Providing value-added services from private networks to customized solutions.

All geared to helping deliver information where it counts. Next door, or on the other side of the world.

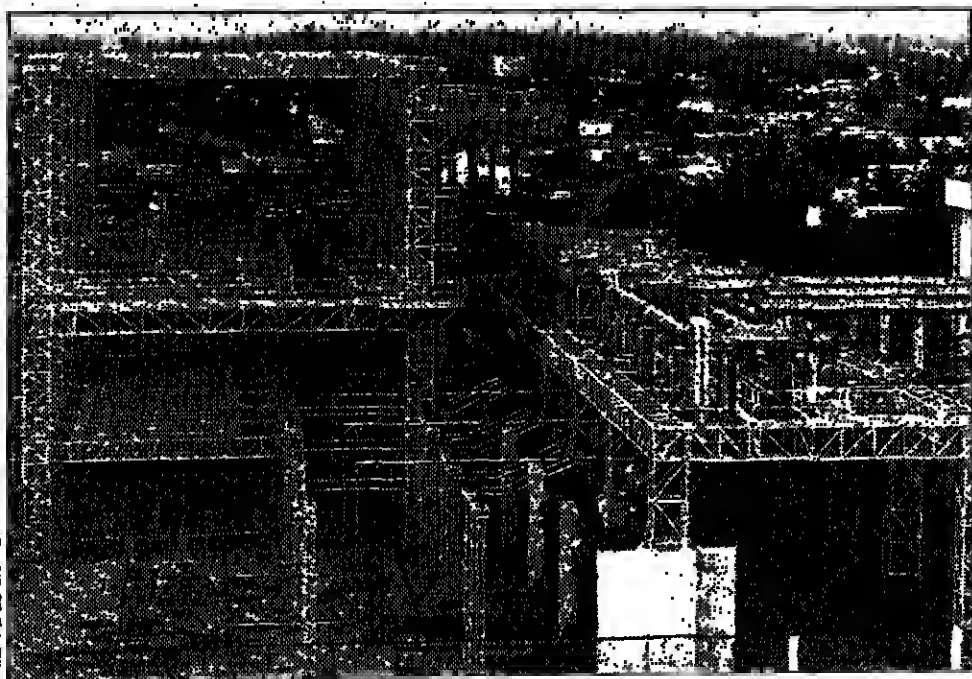
THE CHALLENGES INCREASE



Singapore Telecom

Service first. Always.

Singapore Telecom Centre, 31 Esplanade Road, Singapore 0523 Tel: 65-730 8018 Fax: 65-733 3008
Singapore Telecom USA Suite 500, 301 Riverside Avenue, Westport, CT 06880 USA Tel: 1-203-454 6818 Fax: 1-203-454 1923



Often called India's Silicon Valley, Bangalore is home to many high-tech companies.

BANGALORE TECHNOLOGY PARK

Announcing plans to invest in the Indian subcontinent, the Singapore government recently revealed its intention to fund and develop a 58-acre high-tech industrial park in Whitefield, a suburb of Bangalore in southern India.

Scheduled to open in late 1995, the Bangalore Information Technology Park will comprise factory, office and residential areas to meet the needs of manufacturing companies engaged in electronics, computers and telecommunications.

American high-tech giants AT&T and IBM are expected to be the anchor tenants, but other global technology companies have also expressed interest, including Texas Instruments, Motorola and Siemens.

With a projected cost of \$157 million, the industrial park is the brainchild of Singapore Prime Minister Goh Chok Tong and Indian Prime Minister P.V. Narasimha Rao. It was originally conceived during a 1992 meeting in Jakarta.

The project moved rapidly from conference table to the drawing board and funding stages. The first step was the formation of a six-member consortium called Information Technology Park Investment (ITPI), a Singapore-based company that will own 40 percent of the

AT&T and IBM are expected to be the anchor tenants

park. ITPI comprises three Singapore government-linked companies in addition to private investors, including the Singapore-Indian Chamber of Commerce and Industry. Indian partners are the huge Tata industrial group, with a 40 percent share, and the Karnataka state government, with a 20 percent share.

From conception to the beginning of construction took just six months, a virtual miracle in India, where red tape can delay projects for years. During his

ground-breaking speech, Mr. Goh noted that the speed of the park's progress is testimony to India's determination to open up its economy.

Bangalore, the capital city of Karnataka, was a natural choice for the technology park. Often called India's Silicon Valley, the city is home to more than 100 computer hardware and software companies, including Texas Instruments, Hewlett-Packard and IBM. Meanwhile, communications giant Motorola produces components for mobile radios as well as cordless and cellular telephone systems. Bangalore first gained its reputation as a high-tech industrial center when India's space program was based there 10 years ago.

India's computer manufacturing industry may still be small when compared to its Asian neighbors, but its fight to catch up seems to be producing results. In 1986, software exports totaled just \$24 million; last year that figure surpassed \$350 million.

This advertising section was produced in its entirety by the supplements division of the International Herald Tribune's advertising department. • It was written by Joseph R. Yorgst, a free-lance writer based in Singapore.

INTERNATIONAL FUNDS

Symbols indicate frequency of quotations supplied: (d) - daily; (w) - weekly; (b) - bi-monthly; (f) fortnightly (every two weeks); (r) - regularly; (t) - twice weekly

[illegible]

fax Simon OSBORN at (22 1) 46 37 31 33

World News. World Views.

For subscription information, please call:
Europe/Africa/Middle East (33-1) 46 37 93 61, Asia (852) 9222-1188, The Americas (212) 752 3890.

Herald INTERNATIONAL **Tribune**

—ALSO QUOTED BY THE NEW YORK TIMES AND THE WASHINGTON POST

مركز الأحياء

Daewoo Industries Joins Korea Train Consortium

AFP-Exel News
SEOUL — GEC Alsthom, a joint venture of Alcatel Alsthom of France and General Electric Co. of Britain, said Tuesday that Daewoo Heavy Industries Ltd. would join the consortium it is leading to provide technology for the manufacture of high-speed trains in South Korea.

The decision ends a long-running dispute with Daewoo, which had filed a legal action against GEC Alsthom, claiming that it should lead the local part of the consortium rather than its rival Hyundai Precision & Heavy Industry Co.

GEC Alsthom said that 24 out of a total 46 high-speed trains that will operate in South Korea will be produced locally.

The trains will be assembled and tested in Hyundai's facilities while the locomotives will be produced by Hyundai and Daewoo, it said.

"Disputes have been solved," a Daewoo executive said in response to the GEC Alsthom announcement.

Daewoo also said that the compromise arranged by GEC Alsthom would expedite the conclusion of a final contract with the South Korean government for the project,

which has been valued at \$13 billion.

GEC Alsthom announced last year soon after it was named consortium leader that Hyundai would be its leading local partner.

But Daewoo called for a court injunction to stop GEC Alsthom from negotiating with the government on its final contract, citing a 1992 agreement with the British-French company that stipulated the two Korean companies cooperate in bidding for the train project.

A South Korean court dismissed Daewoo's request in February. But Daewoo threatened to take further legal action, contending that the court ruling did not nullify its agreement with GEC Alsthom.

GEC Alsthom has agreed to allow 50 percent local input in the manufacture of the trains and to transfer technology so that the country can produce its own trains within 10 years.

Cellular Bidding Heats Up
U.S. companies appear to be the front-runners in the bidding for a 20 percent foreign share in South Korea's lucrative second mobile-phone business, according to an Agence France-Presse dispatch from Seoul.

The multimillion dollar project to develop and run South Korea's second cellular phone network has put a dozen companies in a battle to win part of a combined 20.2 percent share allocated to foreign partners.

The leading U.S. competitors cited by local companies include Pactel Corp., GTE Corp., Qualcomm Corp. and Nynex Corp. Other bidders include Vodafone PLC of Britain, Hutchison Whampoa Ltd. of Hong Kong and Mannesmann Eurocom of Germany.

"Currently, strong foreign bidders are mostly from the U.S.," said Cho Sung Won at Sinsegi Mobile, a subsidiary of Pohang Iron & Steel Co., which has been selected to lead the local consortium and will select the foreign partners.

Sinsegi's American partner, Pactel Corp., has been seen as having an upper hand in the elaborate screening process, but Pohang said the bidding would be open to all foreign companies.

The major foreign shareholder would not be able to hold more than 10 percent of the total share.

Local analysts estimated the phone network would have annual sales of \$2.5 billion by 2000.

Kajima's Stock Prospers Despite Image Problems

Bloomberg Business News
TOKYO — With its image in tatters because of its prominent role in Japan's unfolding influence-peddling scandal, Kajima Corp., the Japanese construction company, would not seem to be a glamour stock.

But Kajima's shares have advanced an eye-opening 25 percent in the past six months, while other construction stocks have fallen an average of 4 percent during the same period. Kajima closed up 2 yen Tuesday at 950.

Kajima faces nasty legal challenges, declining earnings, and a protracted slump in the country's office market. Despite these woes, analysts said they believed Kajima's financial clout would be a big advantage during the coming consolidation in Japan's ailing construction industry.

Kajima is not dodging with big debts, which are saddling some of its competitors. In Japan, construction companies often agree to co-sign loans for real estate developers in order to land contracts. If things go badly, the construction companies become liable for the loans.

But Kajima's so-called loan guarantee ratio is only 3.6 percent of total sales, compared with the industry average of about 8 percent, according to Masatoshi Shioiri, an analyst at UBS Securities.

That is a big reason why investors have snapped up Kajima shares. As competition for fewer contracts heats up, many of its even bankruptcies will become common. The players with the deepest pockets will be poised to gain.

Kajima is nonetheless heading into a tough stretch. The company is forecasting pre-tax profit will fall 30 percent, to 62 billion yen, in its financial year ending on March 31. The company projects sales to fall 13 percent, to 1.7 billion yen.

Legal challenges will not ease, either. Tokyo prosecutors last week raided Kajima's company headquarters and the home of its president as part of its investigation of Kishiro Nakamura, the former construction minister who is suspected of taking a 10

million yen (\$95,000) bribe from the company to call off a government bid-rigging probe.

As the allegations and arrests grow, Japanese central and local governments, along with companies such as Tokyo Gas Co., have pulled or delayed contracts with Kajima.

The real danger is that Kajima could be barred from the lion's share of lucrative contracts to build facilities in Nagano, in central Japan, for the 1998 Winter Olympics.

But investors willing to ride out Kajima's troubles see plenty of underlying financial strength in the company. It had assets of 3 trillion yen at the end of September.

U.S. Alleges Bid-Fixing
The U.S. government is seeking compensation from Japanese construction companies for allegedly inflating the costs of work on a U.S. naval base by rigging bids, the Associated Press reported.

The U.S. Justice Department has complained the government was overcharged for work done at the base at Atsugi, near Tokyo, an official from Japan's foreign ministry said Tuesday.

The official did not say how much the United States was seeking, but reports put the amount at 1.1 billion yen and said 73 companies were involved.

Construction Minister Kozo Igarashi said his ministry would look into the U.S. base allegations, but noted that investigations into bid-rigging are the job of the Fair Trade Commission.

Minebea Links With Germans

Compiled by Our Staff From Dispatches
BANGKOK — Minebea Co. of Japan and FAG Kugelfischer Georg Schäfer KGaA of Germany, two of the world's biggest makers of ball bearings, signed a supply agreement on Tuesday that would allow each to concentrate on its areas of strength.


Both companies have had financial difficulties in recent years, and they said the pact was meant to lessen their investment needs and reduce production costs.

Minebea, the target of a failed U.S.-British takeover attempt in 1985, is to supply FAG with ball bearings of up to 24 millimeters (0.96 inch), according to Goro Ogino, president of the Japanese company. FAG is to supply Minebea with bearings of 24 to 30 millimeters.

Peter Jürgen Krehmer, chief executive of FAG, said the agreement was designed to expand the product line of his company without requiring massive investment in factories and equipment. The pact was not aimed at giving FAG better access to the Japanese market, he said.

FAG, whose 1993 sales totaled about 3 billion Deutsche marks (\$2 billion), has manufacturing centers in Europe, North America, Brazil and India. The company said it has been undergoing substantial restructuring due to operating losses for the past three years.

Minebea sold a majority of its computer-chip operations last year to Nippon Steel Corp. In 1992, the company exited the cosmetics business. (AP, Bloomberg, Reuters)

Investor's Asia			
			
			
Hong Kong Hang Seng	10,000	Singapore Straits Times	2,000
	12,000		2,500
	14,000		3,000
	16,000		3,500
	18,000		4,000
	20,000		4,500
	22,000		5,000
	24,000		5,500
	26,000		6,000
	28,000		6,500
	30,000		7,000
	32,000		7,500
	34,000		8,000
	36,000		8,500
	38,000		9,000
	40,000		9,500
	42,000		10,000
	44,000		10,500
	46,000		11,000
	48,000		11,500
	50,000		12,000
	52,000		12,500
	54,000		13,000
	56,000		13,500
	58,000		14,000
	60,000		14,500
	62,000		15,000
	64,000		15,500
	66,000		16,000
	68,000		16,500
	70,000		17,000
	72,000		17,500
	74,000		18,000
	76,000		18,500
	78,000		19,000
	80,000		19,500
	82,000		20,000
	84,000		20,500
	86,000		21,000
	88,000		21,500
	90,000		22,000
	92,000		22,500
	94,000		23,000
	96,000		23,500
	98,000		24,000
	100,000		24,500
	102,000		25,000
	104,000		25,500
	106,000		26,000
	108,000		26,500
	110,000		27,000
	112,000		27,500
	114,000		28,000
	116,000		28,500
	118,000		29,000
	120,000		29,500
	122,000		30,000
	124,000		30,500
	126,000		31,000
	128,000		31,500
	130,000		32,000
	132,000		32,500
	134,000		33,000
	136,000		33,500
	138,000		34,000
	140,000		34,500
	142,000		35,000
	144,000		35,500
	146,000		36,000
	148,000		36,500
	150,000		37,000
	152,000		37,500
	154,000		38,000
	156,000		38,500
	158,000		39,000
	160,000		39,500
	162,000		40,000
	164,000		40,500
	166,000		41,000
	168,000		41,500
	170,000		42,000
	172,000		42,500
	174,000		43,000
	176,000		43,500
	178,000		44,000
	180,000		44,500
	182,000		45,000
	184,000		45,500
	186,000		46,000
	188,000		46,500
	190,000		47,000
	192,000		47,500
	194,000		48,000
	196,000		48,500
	198,000		49,000
	200,000		49,500
	202,000		50,000
	204,000		50,500
	206,000		51,000
	208,000		51,500
	210,000		52,000
	212,000		52,500
	214,000		53,000
	216,000		53,500
	218,000		54,000
	220,000		54,500
	222,000		55,000
	224,000		55,500
	226,000		56,000
	228,000		56,500
	230,000		57,000
	232,000		57,500
	234,000		58,000
	236,000		58,500
	238,000		59,000
	240,000		59,500
	242,000		60,000
	244,000		60,500
	246,000		61,000
	248,000		61,500
	250,000		62,000
	252,000		62,500
	254,000		63,000
	256,000		63,500
	258,000		64,000
	260,000		64,500
	262,000		65,000
	264,000		65,500
	266,000		66,000
	268,000		66,500
	270,000		67,000
	272,000		67,500
	274,000		68,000
	276,000		68,500
	278,000		69,000
	280,000		69,500
	282,000		70,000
	284,000		70,500
	286,000		71,000
	288,000		71,500
	290,000		72,000
	292,000		72,500
	294,000		73,000
	296,000		73,500
	298,000		74,000
	300,000		74,500
	302,000		75,000
	304,000		75,500
	306,000		76,000
	308,000		76,500
	310,000		77,000
	312,000		77,500
	314,000		78,000
	316,000		78,500
	318,000		79,000
	320,000		79,500
	322,000		80,000
	324,000		80,500
	326,000		81,000
	328,000		81,500
	330,000		82,000
	332,000		82,500
	334,000		83,000
	336,000		83,500
	338,000		84,000
	340,000		84,500
	342,000		85,000
	344,000		85,500
	346,000		86,000
	348,000		86,500
	350,000		87,000
	352,000		87,500
	354,000		88,000
	356,000		88,500
	358,000		89,000
	360,000		89,500
	362,000		90,000
	364,000		90,500
	366,000		91,000
	368,000		91,500
	370,000		92,000
	372,000		92,500
	374,000		93,000
	376,000		93,500
	378,000		94,000
	380,000		94,500
	382,000		95,000
	384,000		95,500
	386,000		96,000
	388,000		96,500
	390,000		97,000
	392,000		97,500
	394,000		98,000
	396,000		98,500
	398,000		99,000
	400,000		99,500
	402,000		100,000
	404,000		100,500
	406,000		101,000
	408,000		101,500
	410,000		102,000
	412,000		102,500
	414,000		103,000
	416,000		103,500
	418,000		104,000
	420,000		104,500
	422,000		105,000
	424,000		105,500
	426,000		106,000
	428,000		106,500
	430,000		107,000
	432,000		107,500
	434,000		108,000
	436,000		108,500
	438,000		109,000
	440,000		109,500
	442,000		110,000
	444,000		110,500
	446,000		111,000
	448,000		111,500
	450,000		112,000
	452,000		112,500
	454,000		113,000
	456,000		113,500
	458,000		114,000
	460,000		114,500
	462,000		115,000
	464,000		115,500
	466,000		116,000
	468,000		116,500
	470,000		117,000
	472,000		117,500
	474,000		118,000
	476,000		118,500
	478,000		119,000
	480,000		119,500
	482,000		120,000
	484,000		120,500
	486,000		121,000
	488,000		121,500
	490,000		122,000
	492,000		122,500
	494,000		123,000
	496,000		123,500
	498,000		124,000
	500,000		124,500
	502,000		125,000
	504,000		125,500
	506,000		126,000
	508,000		126,500
	510,000		127,000
	512,000		127,500
	514,000		128,000
	516,000		128,500
	518,000		129,000
	520,000		129,500
	522,000		130,000
	524,000		130,500
	526,000		131,000
	528,000		131,500
	530,000		132,000
	532,000		132,500
	534,000		133,000
	536,000		133,500
	538,000		134,000
	540,000		134,500
	542,000		135,000
	544,000		135,500
	546,000		136,000
	548,000		136,500
	550,000		137,000
	552,000		137,500
	554,000		138,000
	556,000		138,500
	558,000		139,000
	560,000		139,500
	562,000		140,000
	564,000		140,500
	566,000		141,000
	568,000		141,500
	570,000		142,000
	572,000		142,500
	574,000		143,000
	576,000		143,500
	578,000		144,000
	580,000		144,500
	582,000		145,000
	584,000		145,500
	586,000		146,000
	588,000		146,500
	590,000		147,000
	592,000		147,500
	594,000		148,000
	596,000		148,500
	598,000		149,000
	600,000		149,500
	602,000		150,000
	604,000		150,500
	606,000		151,000
	608,000		151,500
	610,000		152,000
	612,000		152,500
	614,000		153,000
	616,000		153,500
	618,000		154,000
	620,000		154,500
	622,000		155,000
	624,000		155,500
	626,000		156,000
	628,000		156,500
	630,000		157,000
	632,000		157,500
	634,000		158,000
	636,000		158,500
	638,000		159,000
	640,000		159,500
	642,000		160,000
	644,000		160,500
	646,000		161,000
	648,000		161,500
	650,000		162,000
	652,000		162,500
	654,000		163,000
	656,000		163,500
	658,000		164,000
	660,000		164,500
	662,000		165,000
	664,000		165,500
	666,000		166,000
	668,000		166,500
	670,000		167,000
	672,000		167,500
	674,000		168,000
	676,000		168,500
	678,000		169,000
	680,000		169,500
	682,000		170,000
	684,000		170,500
	686,000		171,000
	688,000		171,500
	690,000		172,000
	692,000		

Tuesday's Prices
NASDAQ prices as of 4 p.m. New York time.
This list compiled by the AP, consists of the 1,000 most traded securities in terms of dollar value. It is updated twice a year.

[illegible]

第七	
157	1.38
158	1.38
159	1.38
160	1.38
161	1.38
162	1.38
163	1.38
164	1.38
165	1.38
166	1.38
167	1.38
168	1.38
169	1.38
170	1.38
171	1.38
172	1.38
173	1.38
174	1.38
175	1.38
176	1.38
177	1.38
178	1.38
179	1.38
180	1.38
181	1.38
182	1.38
183	1.38
184	1.38
185	1.38
186	1.38
187	1.38
188	1.38
189	1.38
190	1.38
191	1.38
192	1.38
193	1.38
194	1.38
195	1.38
196	1.38
197	1.38
198	1.38
199	1.38
200	1.38

Tuesday's Closing
Tables include the nationwide prices up to the closing on Wall Street and do not reflect late trades elsewhere. Via The Associated Press

[illegible][illegible]

12 Month	Stock	Div	Yld	P/E	50	High	Low	Latest	Ch'g'd
High									
1957	Amalgamated								
1958	Amalgamated								
1959	Amalgamated								
1960	Amalgamated								
1961	Amalgamated								
1962	Amalgamated								
1963	Amalgamated								
1964	Amalgamated								
1965	Amalgamated								
1966	Amalgamated								
1967	Amalgamated								
1968	Amalgamated								
1969	Amalgamated								
1970	Amalgamated								
1971	Amalgamated								
1972	Amalgamated								
1973	Amalgamated								
1974	Amalgamated								
1975	Amalgamated								
1976	Amalgamated								
1977	Amalgamated								
1978	Amalgamated								
1979	Amalgamated								
1980	Amalgamated								
1981	Amalgamated								
1982	Amalgamated								
1983	Amalgamated								
1984	Amalgamated								
1985	Amalgamated								
1986	Amalgamated								
1987	Amalgamated								
1988	Amalgamated								
1989	Amalgamated								
1990	Amalgamated								
1991	Amalgamated								
1992	Amalgamated								
1993	Amalgamated								
1994	Amalgamated								
1995	Amalgamated								
1996	Amalgamated								
1997	Amalgamated								
1998	Amalgamated								
1999	Amalgamated								
2000	Amalgamated								
2001	Amalgamated								
2002	Amalgamated								
2003	Amalgamated								
2004	Amalgamated								
2005	Amalgamated								
2006	Amalgamated								
2007	Amalgamated								
2008	Amalgamated								
2009	Amalgamated								
2010	Amalgamated								
2011	Amalgamated								
2012	Amalgamated								
2013	Amalgamated								
2014	Amalgamated								
2015	Amalgamated								
2016	Amalgamated								
2017	Amalgamated								
2018	Amalgamated								
2019	Amalgamated								
2020	Amalgamated								
2021	Amalgamated								
2022	Amalgamated								
2023	Amalgamated								
2024	Amalgamated								
2025	Amalgamated								
2026	Amalgamated								
2027	Amalgamated								
2028	Amalgamated								

[illegible]

12 Month		Div	Yld	PE	52 Wks	High	Low	Last	Change
High	Low								
15	50	2.22	30.4	12	19	11 1/2	10 1/2	10 1/2	0
16	50					11 1/2	10 1/2	10 1/2	0
17	50					11 1/2	10 1/2	10 1/2	0
18	50					11 1/2	10 1/2	10 1/2	0
19	50					11 1/2	10 1/2	10 1/2	0
20	50					11 1/2	10 1/2	10 1/2	0
21	50					11 1/2	10 1/2	10 1/2	0
22	50					11 1/2	10 1/2	10 1/2	0
23	50					11 1/2	10 1/2	10 1/2	0
24	50					11 1/2	10 1/2	10 1/2	0
25	50					11 1/2	10 1/2	10 1/2	0
26	50					11 1/2	10 1/2	10 1/2	0
27	50					11 1/2	10 1/2	10 1/2	0
28	50					11 1/2	10 1/2	10 1/2	0
29	50					11 1/2	10 1/2	10 1/2	0
30	50					11 1/2	10 1/2	10 1/2	0
31	50					11 1/2	10 1/2	10 1/2	0
32	50					11 1/2	10 1/2	10 1/2	0
33	50					11 1/2	10 1/2	10 1/2	0
34	50					11 1/2	10 1/2	10 1/2	0
35	50					11 1/2	10 1/2	10 1/2	0
36	50					11 1/2	10 1/2	10 1/2	0
37	50					11 1/2	10 1/2	10 1/2	0
38	50					11 1/2	10 1/2	10 1/2	0
39	50					11 1/2	10 1/2	10 1/2	0
40	50					11 1/2	10 1/2	10 1/2	0
41	50					11 1/2	10 1/2	10 1/2	0
42	50					11 1/2	10 1/2	10 1/2	0
43	50					11 1/2	10 1/2	10 1/2	0
44	50					11 1/2	10 1/2	10 1/2	0
45	50					11 1/2	10 1/2	10 1/2	0
46	50					11 1/2	10 1/2	10 1/2	0
47	50					11 1/2	10 1/2	10 1/2	0
48	50					11 1/2	10 1/2	10 1/2	0
49	50					11 1/2	10 1/2	10 1/2	0
50	50					11 1/2	10 1/2	10 1/2	0
51	50					11 1/2	10 1/2	10 1/2	0
52	50					11 1/2	10 1/2	10 1/2	0
53	50					11 1/2	10 1/2	10 1/2	0
54	50					11 1/2	10 1/2	10 1/2	0
55	50					11 1/2	10 1/2	10 1/2	0
56	50					11 1/2	10 1/2	10 1/2	0
57	50					11 1/2	10 1/2	10 1/2	0
58	50					11 1/2	10 1/2	10 1/2	0
59	50					11 1/2	10 1/2	10 1/2	0
60	50					11 1/2	10 1/2	10 1/2	0
61	50					11 1/2	10 1/2	10 1/2	0
62	50					11 1/2	10 1/2	10 1/2	0
63	50					11 1/2	10 1/2	10 1/2	0
64	50					11 1/2	10 1/2	10 1/2	0
65	50					11 1/2	10 1/2	10 1/2	0
66	50					11 1/2	10 1/2	10 1/2	0
67	50					11 1/2	10 1/2	10 1/2	0
68	50					11 1/2	10 1/2	10 1/2	0
69	50					11 1/2	10 1/2	10 1/2	0
70	50					11 1/2	10 1/2	10 1/2	0
71	50					11 1/2	10 1/2	10 1/2	0
72	50					11 1/2	10 1/2	10 1/2	0
73	50					11 1/2	10 1/2	10 1/2	0
74	50					11 1/2	10 1/2	10 1/2	0
75	50					11 1/2	10 1/2	10 1/2	0
76	50					11 1/2	10 1/2	10 1/2	0
77	50					11 1/2	10 1/2	10 1/2	0
78	50					11 1/2	10 1/2	10 1/2	0
79	50					11 1/2	10 1/2	10 1/2	0
80	50					11 1/2	10 1/2	10 1/2	0
81	50					11 1/2	10 1/2	10 1/2	0
82	50					11 1/2	10 1/2	10 1/2	0
83	50					11 1/2	10 1/2	10 1/2	0
84	50					11 1/2	10 1/2	10 1/2	0
85	50					11 1/2	10 1/2	10 1/2	0
86	50					11 1/2	10 1/2	10 1/2	0
87	50					11 1/2	10 1/2	10 1/2	0
88	50					11 1/2	10 1/2	10 1/2	0
89	50					11 1/2	10 1/2	10 1/2	0
90	50					11 1/2	10 1/2	10 1/2	0
91	50					11 1/2	10 1/2	10 1/2	0
92	50					11 1/2	10 1/2	10 1/2	0
93	50					11 1/2	10 1/2	10 1/2	0
94	50					11 1/2	10 1/2	10 1/2	0
95	50					11 1/2	10 1/2	10 1/2	0
96	50					11 1/2	10 1/2	10 1/2	0
97	50					11 1/2	10 1/2	10 1/2	0
98	50					11 1/2	10 1/2	10 1/2	0
99	50					11 1/2	10 1/2	10 1/2	0
100	50					11 1/2	10 1/2	10 1/2	0

[illegible][illegible][illegible][illegible][illegible][illegible]

W-A-Y-Z		W-B-Y-Z	
40	17	40	17
41	18	41	18
42	19	42	19
43	20	43	20
44	21	44	21
45	22	45	22
46	23	46	23
47	24	47	24
48	25	48	25
49	26	49	26
50	27	50	27
51	28	51	28
52	29	52	29
53	30	53	30
54	31	54	31
55	32	55	32
56	33	56	33
57	34	57	34
58	35	58	35
59	36	59	36
60	37	60	37
61	38	61	38
62	39	62	39
63	40	63	40
64	41	64	41
65	42	65	42
66	43	66	43
67	44	67	44
68	45	68	45
69	46	69	46
70	47	70	47
71	48	71	48
72	49	72	49
73	50	73	50
74	51	74	51
75	52	75	52
76	53	76	53
77	54	77	54
78	55	78	55
79	56	79	56
80	57	80	57
81	58	81	58
82	59	82	59
83	60	83	60
84	61	84	61
85	62	85	62
86	63	86	63
87	64	87	64
88	65	88	65
89	66	89	66
90	67	90	67
91	68	91	68
92	69	92	69
93	70	93	70
94	71	94	71
95	72	95	72
96	73	96	73
97	74	97	74
98	75	98	75
99	76	99	76
100	77	100	77

12 Month		High		Low		Close		
Month	Low Stock	Div	Yld	P/E	Stk	High	Low	Close
7/4	34	0.00	0.0	25	5%	54	54	+1/2
8/1	34	0.00	0.0	25	5%	54	54	+1/2
8/22	33	0.00	0.0	25	5%	54	54	+1/2
9/1	33	0.00	0.0	25	5%	54	54	+1/2
9/15	33	0.00	0.0	25	5%	54	54	+1/2
9/29	33	0.00	0.0	25	5%	54	54	+1/2
10/13	33	0.00	0.0	25	5%	54	54	+1/2
10/27	33	0.00	0.0	25	5%	54	54	+1/2
11/10	33	0.00	0.0	25	5%	54	54	+1/2
11/24	33	0.00	0.0	25	5%	54	54	+1/2
12/8	33	0.00	0.0	25	5%	54	54	+1/2
12/22	33	0.00	0.0	25	5%	54	54	+1/2
1/5	33	0.00	0.0	25	5%	54	54	+1/2
1/19	33	0.00	0.0	25	5%	54	54	+1/2
2/2	33	0.00	0.0	25	5%	54	54	+1/2
2/16	33	0.00	0.0	25	5%	54	54	+1/2
2/28	33	0.00	0.0	25	5%	54	54	+1/2
3/13	33	0.00	0.0	25	5%	54	54	+1/2
3/27	33	0.00	0.0	25	5%	54	54	+1/2
4/10	33	0.00	0.0	25	5%	54	54	+1/2
4/24	33	0.00	0.0	25	5%	54	54	+1/2
5/8	33	0.00	0.0	25	5%	54	54	+1/2
5/22	33	0.00	0.0	25	5%	54	54	+1/2
6/5	33	0.00	0.0	25	5%	54	54	+1/2
6/19	33	0.00	0.0	25	5%	54	54	+1/2
7/3	33	0.00	0.0	25	5%	54	54	+1/2
7/17	33	0.00	0.0	25	5%	54	54	+1/2
7/31	33	0.00	0.0	25	5%	54	54	+1/2
8/14	33	0.00	0.0	25	5%	54	54	+1/2
8/28	33	0.00	0.0	25	5%	54	54	+1/2
9/11	33	0.00	0.0	25	5%	54	54	+1/2
9/25	33	0.00	0.0	25	5%	54	54	+1/2
10/9	33	0.00	0.0	25	5%	54	54	+1/2
10/23	33	0.00	0.0	25	5%	54	54	+1/2
11/6	33	0.00	0.0	25	5%	54	54	+1/2
11/20	33	0.00	0.0	25	5%	54	54	+1/2
12/4	33	0.00	0.0	25	5%	54	54	+1/2
12/18	33	0.00	0.0	25	5%	54	54	+1/2
1/1	33	0.00	0.0	25	5%	54	54	+1/2
1/15	33	0.00	0.0	25	5%	54	54	+1/2
1/29	33	0.00	0.0	25	5%	54	54	+1/2
2/12	33	0.00	0.0	25	5%	54	54	+1/2
2/26	33	0.00	0.0	25	5%	54	54	+1/2
3/12	33	0.00	0.0	25	5%	54	54	+1/2
3/26	33	0.00	0.0	25	5%	54	54	+1/2
4/9	33	0.00	0.0	25	5%	54	54	+1/2
4/23	33	0.00	0.0	25	5%	54	54	+1/2
5/7	33	0.00	0.0	25	5%	54	54	+1/2
5/21	33	0.00	0.0	25	5%	54	54	+1/2
6/4	33	0.00	0.0	25	5%	54	54	+1/2
6/18	33	0.00	0.0	25	5%	54	54	+1/2
7/2	33	0.00	0.0	25	5%	54	54	+1/2
7/16	33	0.00	0.0	25	5%	54	54	+1/2
7/30	33	0.00	0.0	25	5%	54	54	+1/2
8/13	33	0.00	0.0	25	5%	54	54	+1/2
8/27	33	0.00	0.0	25	5%	54	54	+1/2
9/10	33	0.00	0.0	25	5%	54	54	+1/2
9/24	33	0.00	0.0	25	5%	54	54	+1/2
10/8	33	0.00	0.0	25	5%	54	54	+1/2
10/22	33	0.00	0.0	25	5%	54	54	+1/2
11/5	33	0.00	0.0	25	5%	54	54	+1/2
11/19	33	0.00	0.0	25	5%	54	54	+1/2
12/3	33	0.00	0.0	25	5%	54	54	+1/2
12/17	33	0.00	0.0	25	5%	54	54	+1/2
12/31	33	0.00	0.0	25	5%	54	54	+1/2

	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100	
19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49																																																				

[illegible]

1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100
1974	1975	1976	1977	1978	1979	1980	1981	1982	1983	1984	1985	1986	1987	1988	1989	1990	1991	1992	1993	1994	1995	1996	1997	1998	1999	2000	2001	2002	2003	2004	2005	2006	2007	2008	2009	2010	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022	2023	2024	2025	2026	2027	2028	2029	2030	2031	2032	2033	2034	2035	2036	2037	2038	2039	2040	2041	2042	2043	2044	2045	2046	2047	2048	2049	2050	2051	2052	2053	2054	2055	2056	2057	2058	2059	2060	2061	2062	2063	2064	2065	2066	2067	2068	2069	2070	2071	2072	2073	2074	2075	2076	2077	2078	2079	2080	2081	2082	2083	2084	2085	2086	2087	2088	2089	2090	2091	2092	2093	2094	2095	2096	2097	2098	2099	2100

[illegible][illegible]

12	Month	High	Low	Port	Div	Yld	Pct	30	100	High	Low	Lost	Cross
4%	10	10	10	10				54	28	24	24	3%	4%
10%	10	10	10	10				54	28	24	24	3%	4%
20%	10	10	10	10	.40	33	16	3	10%	18%	18%	18%	18%
30%	10	10	10	10				54	28	24	24	3%	4%
40%	10	10	10	10				54	28	24	24	3%	4%
50%	10	10	10	10				54	28	24	24	3%	4%
60%	10	10	10	10				54	28	24	24	3%	4%
70%	10	10	10	10				54	28	24	24	3%	4%
80%	10	10	10	10				54	28	24	24	3%	4%
90%	10	10	10	10				54	28	24	24	3%	4%
100%	10	10	10	10				54	28	24	24	3%	4%
110%	10	10	10	10				54	28	24	24	3%	4%
120%	10	10	10	10				54	28	24	24	3%	4%
130%	10	10	10	10				54	28	24	24	3%	4%
140%	10	10	10	10				54	28	24	24	3%	4%
150%	10	10	10	10				54	28	24	24	3%	4%
160%	10	10	10	10				54	28	24	24	3%	4%
170%	10	10	10	10				54	28	24	24	3%	4%
180%	10	10	10	10				54	28	24	24	3%	4%
190%	10	10	10	10				54	28	24	24	3%	4%
200%	10	10	10	10				54	28	24	24	3%	4%
210%	10	10	10	10				54	28	24	24	3%	4%
220%	10	10	10	10				54	28	24	24	3%	4%
230%	10	10	10	10				54	28	24	24	3%	4%
240%	10	10	10	10				54	28	24	24	3%	4%
250%	10	10	10	10				54	28	24	24	3%	4%
260%	10	10	10	10				54	28	24	24	3%	4%
270%	10	10	10	10				54	28	24	24	3%	4%
280%	10	10	10	10				54	28	24	24	3%	4%
290%	10	10	10	10				54	28	24	24	3%	4%
300%	10	10	10	10				54	28	24	24	3%	4%
310%	10	10	10	10				54	28	24	24	3%	4%
320%	10	10	10	10				54	28	24	24	3%	4%
330%	10	10	10	10				54	28	24	24	3%	4%
340%	10	10	10	10				54	28	24	24	3%	4%
350%	10	10	10	10				54	28	24	24	3%	4%
360%	10	10	10	10				54	28	24	24	3%	4%
370%	10	10	10	10				54	28	24	24	3%	4%
380%	10	10	10	10				54	28	24	24	3%	4%
390%	10	10	10	10				54	28	24	24	3%	4%
400%	10	10	10	10				54	28	24	24	3%	4%
410%	10	10	10	10				54	28	24	24	3%	4%
420%	10	10	10	10				54	28	24	24	3%	4%

3%	4%	5%	6%	7%	8%	9%	10%	11%	12%	13%	14%	15%	16%	17%	18%	19%	20%	21%	22%	23%	24%	25%	26%	27%	28%	29%	30%	31%	32%	33%	34%	35%	36%	37%	38%	39%	40%	41%	42%	43%	44%	45%	46%	47%	48%	49%	50%	51%	52%	53%	54%	55%	56%	57%	58%	59%	60%	61%	62%	63%	64%	65%	66%	67%	68%	69%	70%	71%	72%	73%	74%	75%	76%	77%	78%	79%	80%	81%	82%	83%	84%	85%	86%	87%	88%	89%	90%	91%	92%	93%	94%	95%	96%	97%	98%	99%	100%		
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81	82	83	84	85	86	87	88	89	90	91	92	93	94	95	96	97	98	99	100
1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48	49	50	51	52	53	54	55	56	57	58	59	60	61	62	63	64	65	66	67	68	69	70	71	72	73	74	75	76	77	78	79	80	81																			

[illegible][illegible][illegible]

هكذا من الأصل

**SIEMENS
NIXDORF**

IT-WORLD NEWS

INFORMATION

TECHNOLOGY



Toronto: Softdrink manufacturer Cott is re-engineering its business with R/3 LIVE.

CeBIT'94
Hall 1, Stand 5e2/5f1

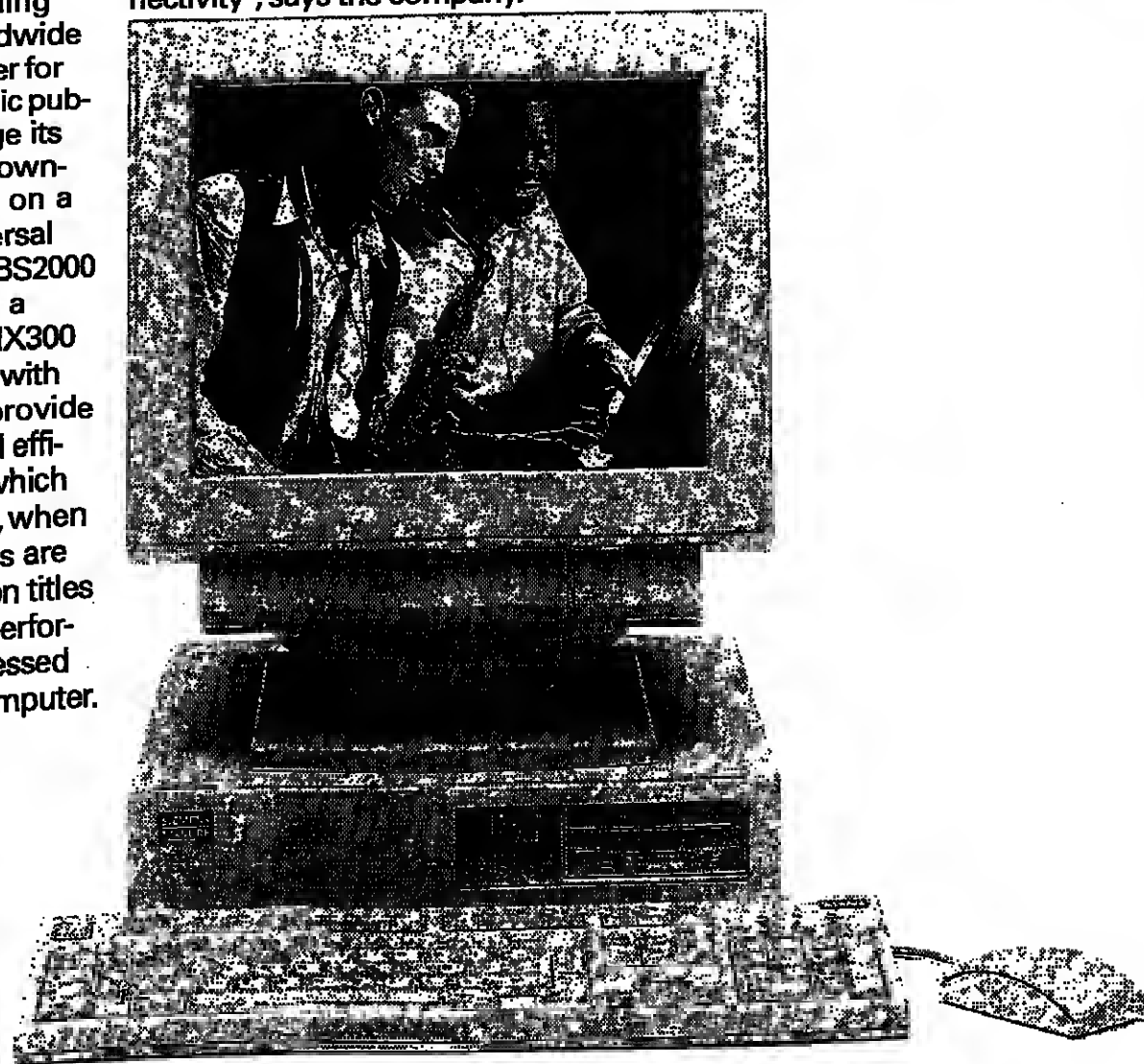
With a profit increase of 184% in the past year, Cott Corporation requires a flexible IT application system as a basis for the company's future growth. Siemens Nixdorf has met all of the needs with an open system architecture package, including scalable hardware, user-friendly software and comprehensive integration services. At the heart of the re-engineered business infrastructure is a high-performance RISC computer running the state-of-the-art business application R/3 LIVE. It is "Live" with Cott's customers, the retailers, and its supply chain part-

ners via Electronic Data Exchange. Cott's employees are "Live" with the system through more than 600 terminals across North America. And it's "Live" because of the ongoing system integration services. These are provided by the specialists at Siemens Nixdorf's "North American Center of Expertise", and include facilities management and global communications network. Even more "Live" is the relationship between Cott's personnel and Siemens Nixdorf. In fact, it has grown into a successful international IT partnership.

Amstelveen: BS2000 – best protection for artists' copyrights.

Protecting the interests of artists: Buma/Stemra, in the Netherlands, has devoted itself to this task. For more than 80 years, this non-profit-making organization for performing rights has represented worldwide copyright protection – whether for the works of composers, music publishers or authors. To manage its total of 1.5 million copyright owners, Buma/Stemra depends on a Siemens Nixdorf H100 universal computer, running under the BS2000 system. Connected to it via a TRANSDATA network: an MX300 computer and PCs, complete with peripherals. Together, they provide Buma/Stemra with a fast and efficient information network which instantly springs into action, when compositions or publications are marketed. More than 2 million titles and 1 million contracts and performances can be instantly accessed and evaluated from each computer.

For Buma/Stemra, the BS2000 service cannot be copied. "The flexibility of BS2000 working with the TRANSDATA network is, for us, the best solution for international connectivity", says the company.



Roubaix: Mail order company accelerates turnover, with the fastest printer.

La Redoute is presenting its mail order offers even more effectively. Customers are now receiving eye-catching mailshots, produced by Siemens Nixdorf 2240 printers, the world's fastest. They produce 340 pages a minute, two-up. The result: La Redoute customers learn about

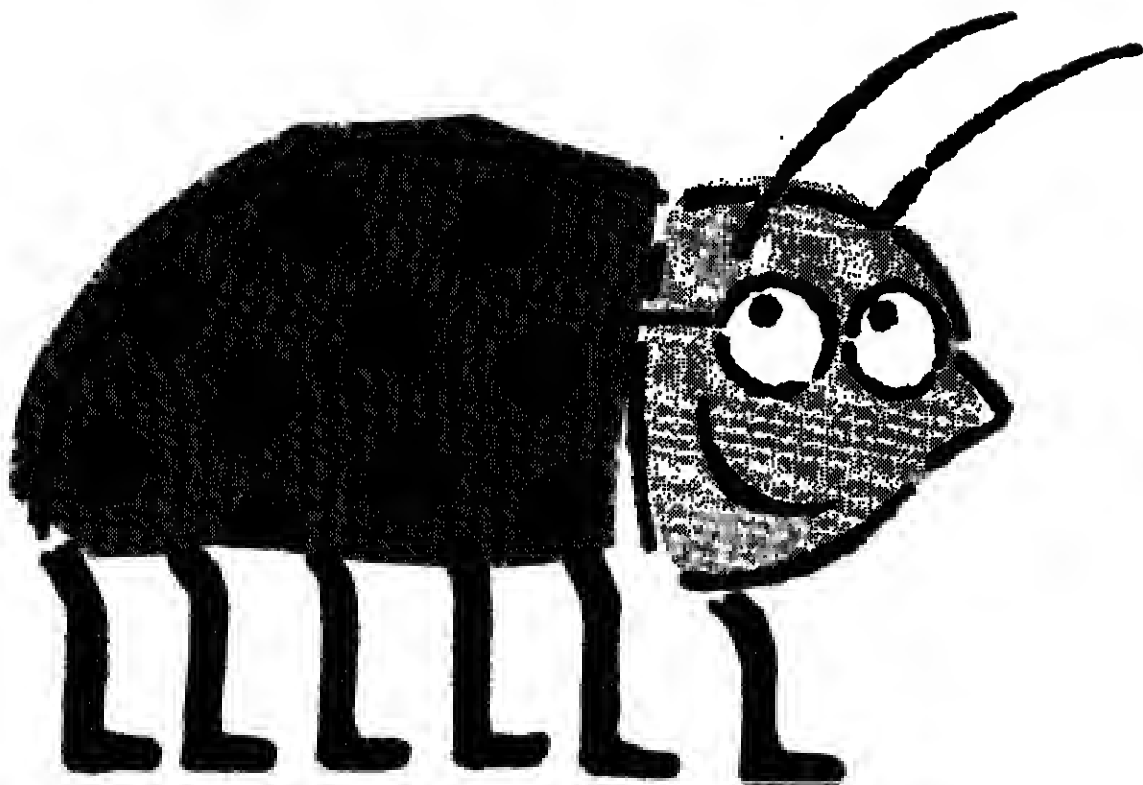
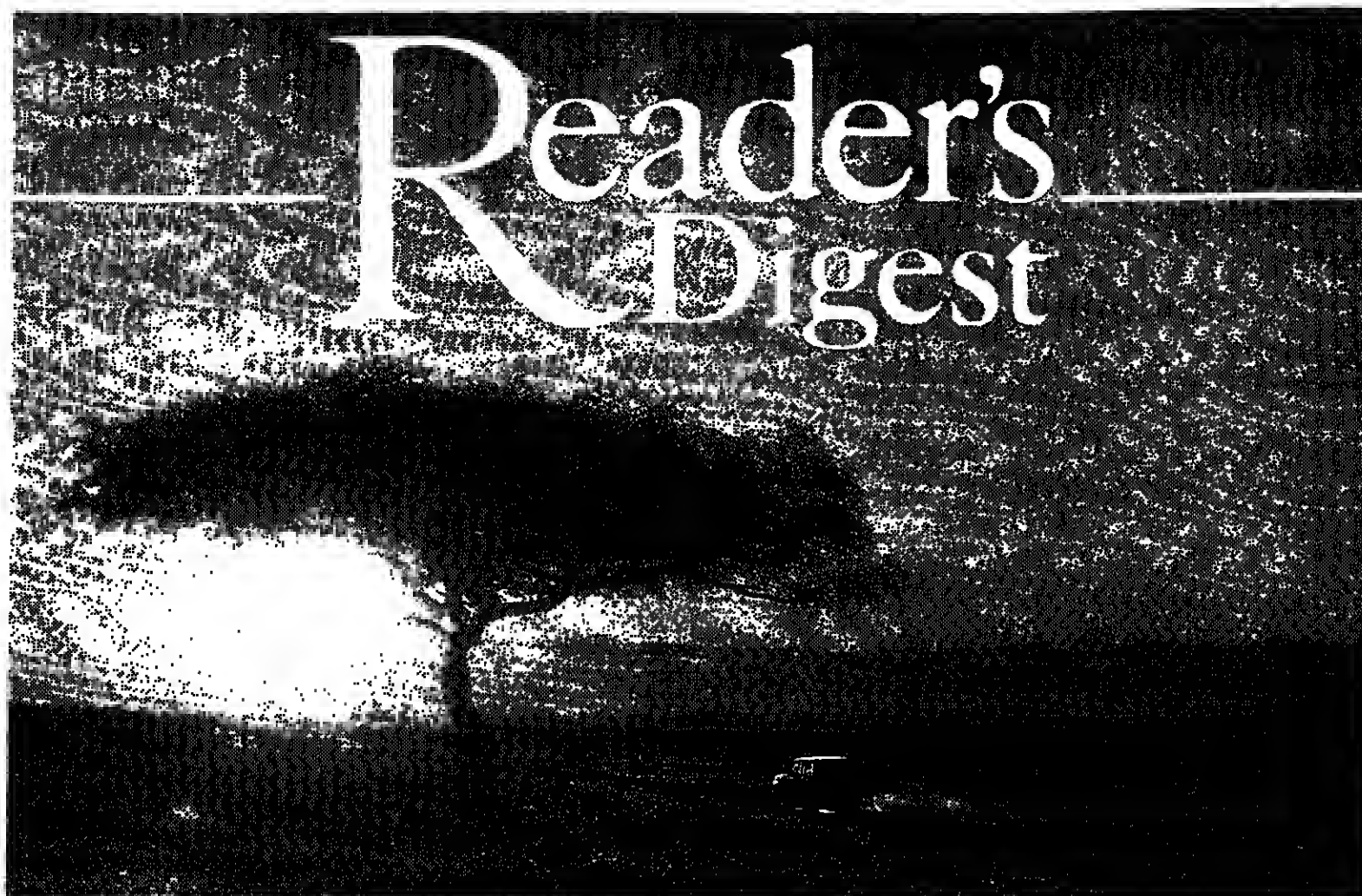
the latest offers, even faster. Mass mailings are transformed into high-class mailings by the 2240 laser printers. Text and pictures are reproduced in razor-sharp quality. Improved quality and – above all – faster direct marketing for La Redoute also means faster sales. The first results were convincing: in the next 12 months, 12 more 2240 printers are on order. And not only for direct marketing. Thanks to their top-quality output, six will be used for other tasks throughout the La Redoute organization, printing everything from invoices to correspondence.

SIEMENS NIXDORF

Johannesburg: Reader's Digest, looking good with Siemens Nixdorf.

Every year, Reader's Digest South Africa moves about 1,220 km closer to its readers. That's the length of paper this publishing house uses for its direct mail promotions. The customers aren't just 1.5 million South African readers. They also include an increasing number of companies which make use of a variety of services offered by this world leader in direct marketing. The printers are the key: as well as tried and tested non-impact printers, there are new, ultra-fast Siemens Nixdorf printers with LED-plus technology. They offer a huge choice of type-faces and special effects, and make

it possible to print two DIN A4 pages alongside each other, providing Reader's Digest graphic artists with more creative scope in designing circulars. The Siemens Nixdorf printers process around six million sheets of paper a month, ultra-fast, and extremely cheaply. Each page costs Reader's Digest South Africa less than five cents, compared with six to ten cents for a normal copier. No wonder that Siemens Nixdorf printers are the best for Reader's Digest. "Our graphic designers are wild about the new system", says Colin Palmer, MIS Manager at Reader's Digest South Africa.



London: Selfridges rings the changes with Beetles for their point of service systems.

Siemens Nixdorf in Great Britain is just embarking upon a major project for Selfridges. With over 20 million customers, Selfridges is one of the world's largest department stores. The store has ordered 430 BEETLE terminals to provide the basis for a system to improve both the quality of customer service and the efficiency of customer transactions. Siemens Nixdorf will be installing and networking the devices in all 313 departments of Selfridges. The new system will use advanced open systems-based software from Siemens Nixdorf partner RTC and allows details of more than a million different products

to be accessed from all BEETLE terminals. Faster, more efficient customer service will be provided through facilities such as accepting a range of foreign currencies and providing electronic authorisation of cheques. The BEETLE terminals provide a single hardware solution to a diverse range of applications, ranging from traditional point of sale, through Estimating (Carpets, Curtains etc) and Bridal Registry, to Delivery Scheduling. The contract with Selfridges takes the total number of Beetles sold worldwide over the 150,000 mark, providing a further illustration of Siemens Nixdorf's expertise in PC-based point of sale systems.

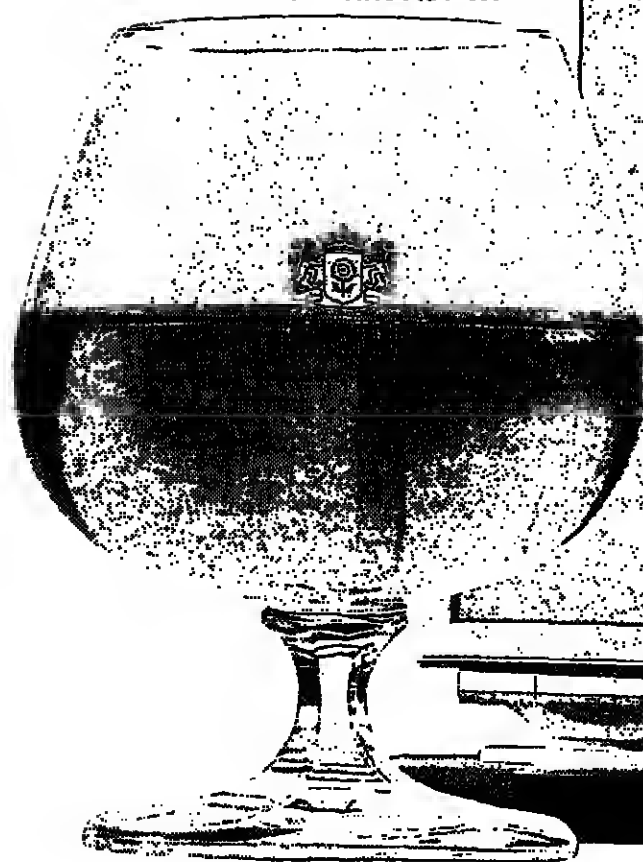


Nieder-Olm: At Eckes, everything flows more smoothly on BS2000.

Eckes Edelkirsch, Chantré, Mariacron, Echter Nordhäuser, hohes C, and Dr Koch's: Eckes products are drunk all over Germany. The name has stood for quality and good taste for decades – and the consumer won't accept anything less. Even though the competition is getting tougher, Eckes is still on top. The IT system at Eckes is also on top, thanks to its R/2 standard commercial software from Siemens Nixdorf's strategic partner SAP. The software includes modules for everything from fixed asset and cost accounting and personnel and materials management through to logistics and sales.

R/2 is driven for the whole group of companies by a high-power Siemens Nixdorf H100 host operating under BS2000, with around 300 connected ter-

minals. The BS2000 computer manages large volumes of R/2 data reliably and quickly, so that routine daily business flows more smoothly at Eckes. Orders from Germany and abroad can be processed faster, current trends evaluated more effectively, and new marketing strategies planned more efficiently. Siemens Nixdorf organizational quality goes hand in hand with Eckes brand quality.



مكازم الأصل

Frankfurt.
The right re
produce a
chip card s
for Hoechs

The old factory...
Hoechst...
Siemens...
chip card system...
project because...
for us to...
who we...
sire respons...
Shiner, pro...
the chemist...
been the world's...
chemicals comp...
best computer...
laboratory...
Semi-conductors...
containers...
part was...
test with...
structure...
reading...
hours...

17
A person in a uniform, possibly a security guard or a worker, is standing in a doorway or a narrow hallway. The image is somewhat blurry and has a high-contrast, grainy appearance.

Copenhagen:
ard with Siem

mark has set the...
payment transac...
smart cards are...
for small payments...
used practically...
alternative to...
either as a teleph...
food restaurants...
banks or museums...
cards issued by...
many owned by...
and telephone...
based on chip...
The DMT2 term...
Siemens Nixdorf...
Siemens Nixdorf...
used in a stand...
ected to cash...
from other man...
about the retail...

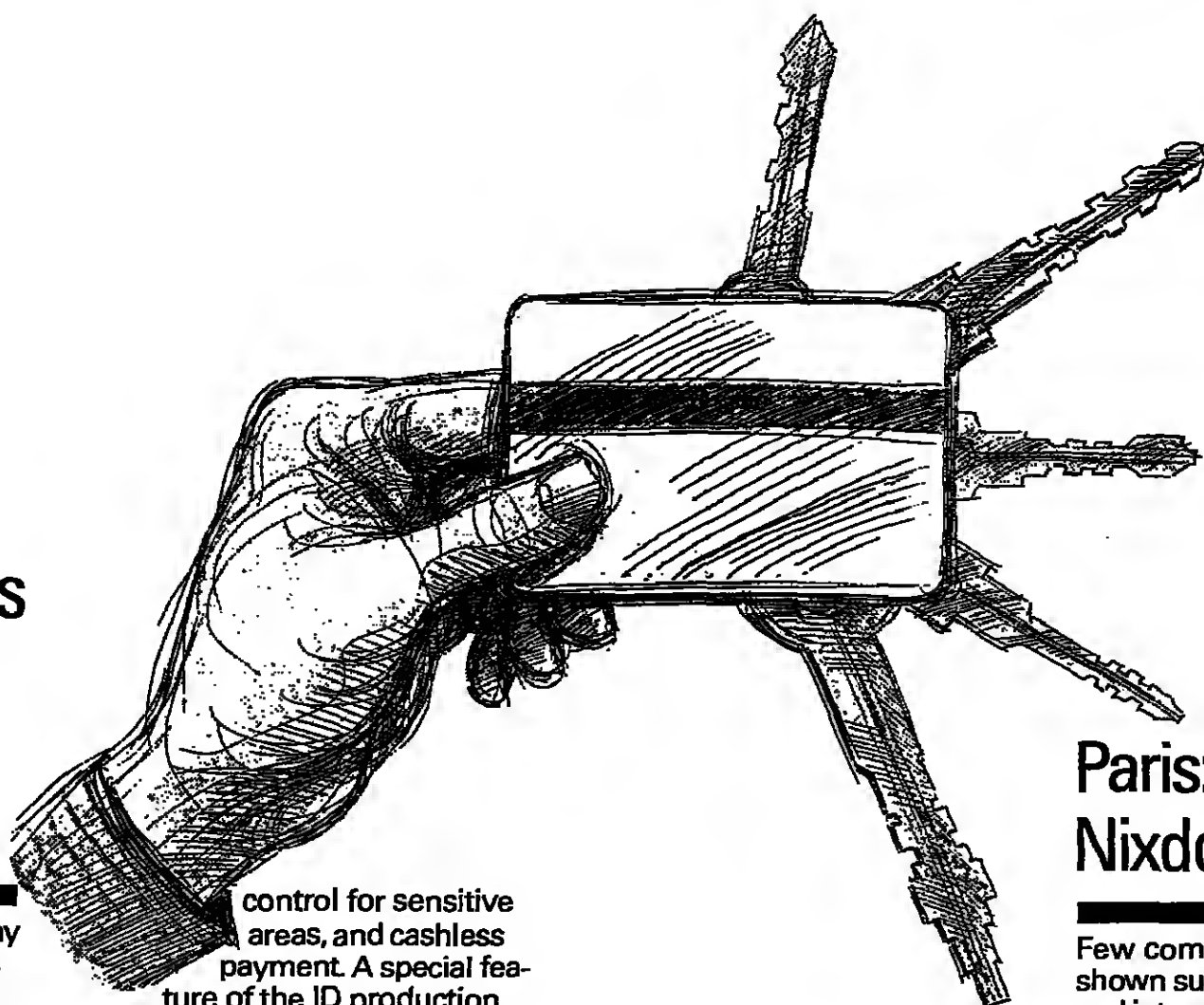
Paying Settlers Leave

Itan Viorst

K — Prime Minister Rabin's campaign of Middle East peace is not making Jewish settlers leave the occupied territories. In fact, the number of settlers in Gaza has increased. A few weeks from the West Bank, settlers have had the assistance of returning to the territories. The number of settlers in the West Bank has increased from 10,000 to 15,000. The number of settlers in Gaza has increased from 10,000 to 15,000. The number of settlers in the West Bank has increased from 10,000 to 15,000. The number of settlers in Gaza has increased from 10,000 to 15,000.

Frankfurt: The right reactions produce a new chip card system for Hoechst.

The old factory pass has had its day at Hoechst. Working with Siemens AG, Siemens Nixdorf has replaced it with an intelligent, multi-functional chip card system. Hoechst commissioned Siemens Nixdorf for the project because "it was important for us to cooperate with a partner who we could entrust with the entire responsibility," says Werner Schroer, project manager at Hoechst. So the chemistry was right between the world's second largest chemicals company and Europe's largest computer company. Siemens Nixdorf went to work with Siemens AG Semiconductors Division. After an extensive analysis, a new chip card was jointly developed. Combined with 250 terminals and 15 concentrators, it handles several tasks: recording hours worked, access

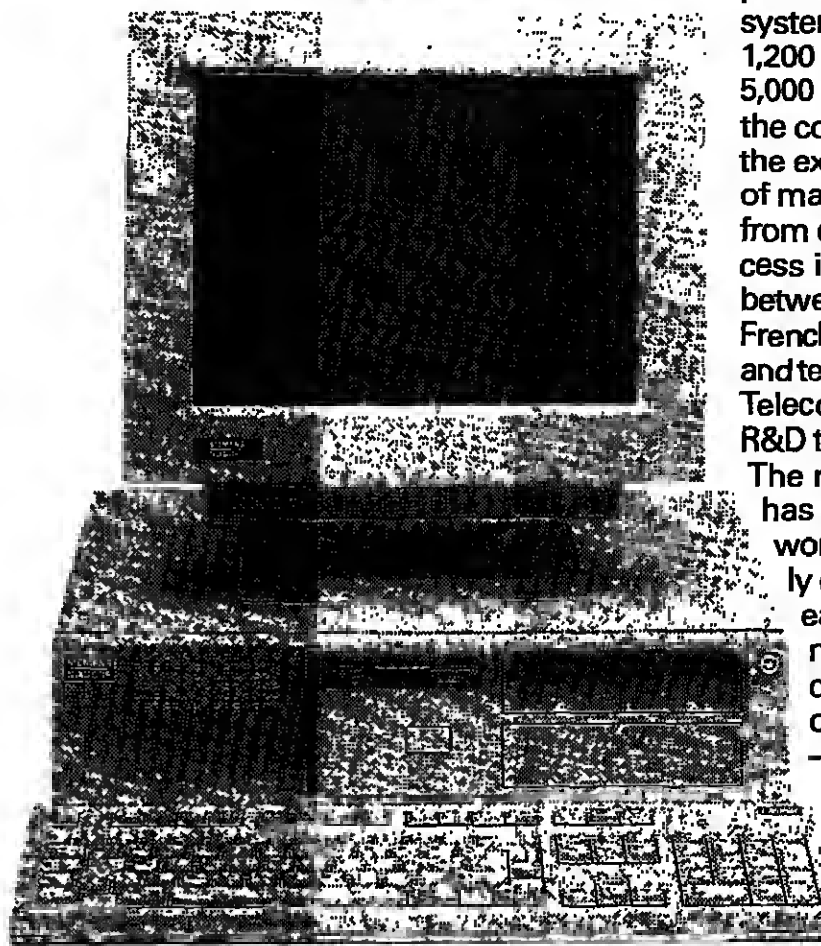


control for sensitive areas, and cashless payment. A special feature of the ID production system is the on-line generation of the "passport photograph", with a colour code for the relevant department, in a single process. The computer controls access in sensitive areas of company operations; in the canteen, it will be able to register bills for meals and transfer the amounts for deduction from the workers' wages; in the various production establishments, it records the hours worked. The data is swiftly processed by the central computer, in time for incorporation in the next wage slip, for example. More protection against unauthorized access, and more cost-efficiency in accounting — all this makes Hoechst very enthusiastic about its new chip card system, and the cooperation that made it possible. Werner Schroer speaks highly of the "good cooperation" and the "smooth course of project implementation".

Paris: France Telecom uses Siemens Nixdorf server for system integration.

Few computer companies have shown such commitment to open and integrated systems as Siemens Nixdorf, the European market leader in UNIX® multi-user systems and a founder member of all the

leading organizations for standard interfaces. Precisely the right qualifications for France Telecom. The company commissioned Siemens Nixdorf to supply efficient servers based on UNIX and OS/2 PCs to be perfectly integrated into its existing system architecture. More than 1,200 tower PCs as servers and 5,000 desktop PCs were installed at the company — all integrated into the existing network infrastructure of mainframes, servers and PCs from other manufacturers. The success is due to close cooperation between R&D engineers from the French PC plant of Siemens Nixdorf and technical specialists from France Telecom, as well as between the R&D teams in France and Germany. The result: France Telecom now has a modern client-server network of computers which mutually complement and strengthen each other. While mainframes manage the central corporate data, various applications run on the application servers — from customer and personnel administration, through work planning, to marketing. All data can be accessed from every computer. It means a modern distribution of tasks that introduces greater economic efficiency to the France Telecom organization.



Copenhagen: Danish retailers play the right card with Siemens Nixdorf.

Denmark has set the crown on cashless payment transactions. The new Danmønt cards are especially suitable for small payments. They can be used practically everywhere as an alternative to Danish Kroner — whether as a telephone card or in fast-food restaurants, service stations, kiosks or museums. The prepaid cards issued by Danmønt A/S, a company owned by the Danish banks and telephone companies, are based on chip technology from Siemens. The DMT2 terminal for the Danmønt cards was developed by Siemens Nixdorf. It is linked to either Siemens Nixdorf POS systems, used in a stand alone version or connected to cash register systems from other manufacturers, throughout the retail trade. DMT2

is very easy to use. After inserting the card, the balance due and the amount payable is displayed. Press a button to accept, and the amount is paid and recorded in the Danmønt terminal. Everyone benefits from this new cashless payment system. The retail trader no longer needs to give change, and needs less cash in the drawer. This makes it less attractive to thieves. And the Danmønt card-holder has a convenient way of paying which eliminates coins and small notes.

Maputo: For Banco de Moçambique, the Siemens Nixdorf client-server solution is chosen as an ideal investment.

Of 13 computer companies that presented bids to Banco de Moçambique, only one emerged victorious. With its proposed client-server solution, Siemens Nixdorf won the multi-million DM commission, financed by the World Bank, to provide Banco de Moçambique (The Central Bank) and Banco Commercial de Moçambique (Commercial Bank) with a modern EDP facility.

availability computers with ultra-fast RISC processors for central data storage. They are linked via a network of RM400 branch servers, PCs and peripherals to form a client-server network which connects 27 branches. The contract included preparation of a secure computer room with installation of fire protection and network cabling. Now Banco Commercial de Moçambique will be operating with state of the art technology. Information on customer accounts, transactions, loans, contracts or currency business can now be evaluated, exchanged between computers, and managed effectively. For the bank, it means greater efficiency and, for the customers, a better faster service. The Central Bank, apart from dramatically improving the operating conditions, will also benefit from the data compatibility for bank supervision and control and data consolidation for macro economic management.



For the Central Bank, as well as the headquarters of the Banco Commercial, Siemens Nixdorf installed UNIX RM600 high

SIEMENS
NIXDORF

Brussels: Totalisator organization backs a winner with Siemens Nixdorf.

Siemens Nixdorf's new System for the Pari Mutuel Unifié (PMU) – the Belgian totalisator agency for horse-race-betting – looks like a winner. PMU has installed two BS2000 mainframes at the Brussels headquarters, and more than 1,900 PCs at betting shops throughout the country. This computer capacity and specially-designed software programs have PMU's customer service and administration running at a cracking pace. The PC network means that the punters have more time to play their favorite game, because the period for betting is now extended until shortly before the race. At the touch of a key, data is sent from betting offices direct to headquarters via a permanent on-line connection or over the telephone

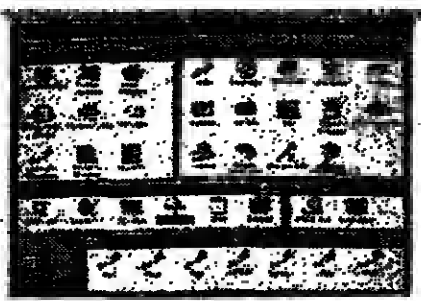
network. This means that, just before the start, thousands of transactions can accumulate, all running together in the central office. Security is a key aspect of this critical application: the two central systems are linked together, so all transactions are "mirrored" on both computers. The principle: double data processing giving double data security. In opting for the Siemens Nixdorf solution, PMU has certainly backed the right horse. The new system cuts through all the previous logistical problems, and saves costs and a lot of time. But that's not all – the new organizational solution has generated some new ideas and will allow PMU to launch new types of games, such as the new 'Bingoal' football betting system.



**Offenbach: Deutsche Flugsicherung orders
"Best Security 2000", with BS2000.**

For Deutsche Flugsicherung (DFS), security comes first. When it needed a cost-effective all-inclusive solution for commercial information processing, it took a long, hard look at the range available, and concluded that only one company met the requirements: Siemens Nixdorf. The solution: a BS2000 universal computer for the Offenbach headquarters, with standard R/2 commercial software including all modules, from fixed asset accounting to distribution. Linked to the system are the PCs at headquarters and offices at German airports, which have continuous access to BS2000 data and the capacity to process it. As well as data supply, the BS2000 ensures "Best Security 2000", reducing downtime on all connected systems practically to

zero. All installation work was completed in just a few weeks. Siemens Nixdorf has taken responsibility for service and DP management in the DFS computer center. Siemens Nixdorf also provides support in specialized areas of the company's operation for introducing new SAP modules and servicing existing modules, using experts who know the systems inside out. For Deutsche Flugsicherung, this means not just more security, but also reduced costs. Just as you would expect from a cost-effective, all-inclusive solution.



Stockholm: Siemens Nixdorf helps Swedish employment offices find jobs.


To make sure that job-seekers get the right job at the right time in the right place, Swedish employment offices have gone to the company with the right answer: Siemens Nixdorf and its multi-level client-server system. More than 750 UNIX systems in local employment offices act as application clients for over 7500 PC workstations across the country – from recruitment and placement services through to job information, documentation, statistics and archiving. All the computers are connected to three BS2000 mainframes at the Stockholm Employment Center. The BS2000 systems operate as database servers round the clock. During the day, they provide the local computers with central data and printing services. At night, they batch-process

important data, save it and send the updated information back to the networked computers – in some cases, across up to 2,000 km. The BS2000 computers also distribute software updates direct to UNIX systems in the local employment offices. Thanks to the client-server network, the Swedish employment offices can give their clients much faster and more effective advice. They always have up-to-date information on what jobs are being offered and by whom – and, using special programs, they can provide job counselling at the individual level.



**Plzeň: Pilsner
Urquell goes to the
right source for
its organizational
solution.**

When national trade barriers came down, the Pilsner brewery in the Czech Republic threw away its old information processing system as well. It was a relic from the past, totally unable to meet the needs of the newly-formed joint stock company. Siemens Nixdorf provided a new brew of hardware, networking, training and service. It installed an MX500 server using the SINIX[®] open operating system and serv-



ing 80 workstations, all interconnected via the existing telephone network. This meant cost and time savings and made it possible to set up a remote service line to Siemens Nixdorf service technicians in Prague, Munich and Paderborn.

From those locations, problems such as program errors can be diagnosed and put right without delay, often in a matter of minutes, via the computer hotline.

The program is the L5000 market-specific software package from Weihenstephan business consultants, which runs all the brewery's business management functions, from stores and accounting through to domestic distribution and export. In choosing Siemens Nixdorf to supply its organizational solution, the original Pilsner brewers tapped into a rich source of expertise, and is now geared up to compete internationally.

For further information, please contact:
Siemens Nixdorf
Informationssysteme AG, UK 41,
Otto-Hahn-Ring 6, D-81739 München

Synergy at work

هكذا من الأهل

Information Technology

With Multimedia, Computers That Talk, Dance and Sing

By Peter H. Lewis

AFTER A DECADE of displaying simple text and graphics, punctuated with an occasional chirp or feeble beep, personal computers are now blossoming with stereo sound, full-motion video, photo-quality color graphics, voice recognition and other advanced features. No longer a novelty or abstract buzzword, multimedia computing systems have entered the mainstream.

It is rare today to find software programs that do not offer at least rudimentary sound and colorful graphics. Word processors are adding animated help screens, spreadsheets allow voice input through a microphone, and the latest batch of income-tax preparation programs—usually the most boring of productivity applications—have added video clips, voice annotation and other multimedia techniques.

Games and educational software have been transformed with video clips, interactive story lines, CD-quality sound and colorful animations. To take advantage of the superior software, customers in the United States are rushing to buy PCs equipped with a CD-ROM drive, stereo speakers, microphones for voice input, graphical operating system software, and big, color screens.

"Multimedia PCs are now outselling regular PCs, at least in the home," said Tony Bove, editor of Inside Report on New Media, a computer industry newsletter published in Gualala, California.

Mr. Bove's observation is confirmed by the market research firm Dataquest Inc. in San Jose, California, which notes that sales of multimedia computer systems increased 18-fold in 1993 over the previous year.

The trend has yet to take off in Europe,

where the use of personal computers by individuals still lags that in the United States. In Asia, multimedia is even less developed.

But in the United States computer makers such as Apple Computer Inc., Packard Bell and the Compaq Computer Corp. now report that multimedia systems account for fully half of their sales in the home and small business market.

Those figures are not lost on software developers, especially those creating entertainment and educational titles. Most major business software developers already have, or are about to add, multimedia features.

The rapid adoption of CD-ROM disks, which resemble audio compact disks but hold computer data, has allowed software developers to include video clips, high-quality animations and CD-quality sound along with more conventional data types.

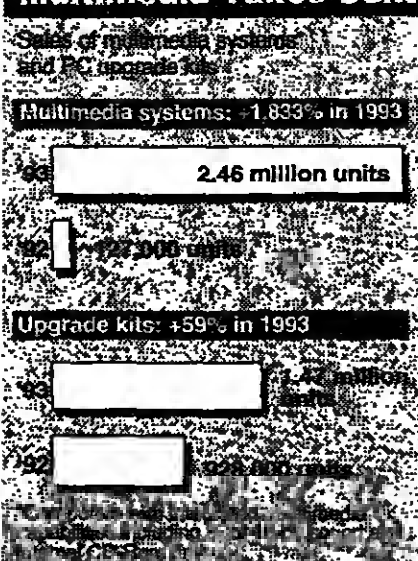
At computer industry gatherings these days, it is not unusual to see rock musicians and movie moguls mingling with the "nerds"—albeit millionaire nerds—who are more commonly associated with the software industry.

Silicon Valley is turning to film and television directors, actors and actresses, rock musicians and music producers and even screenwriters to design the next generation of software titles.

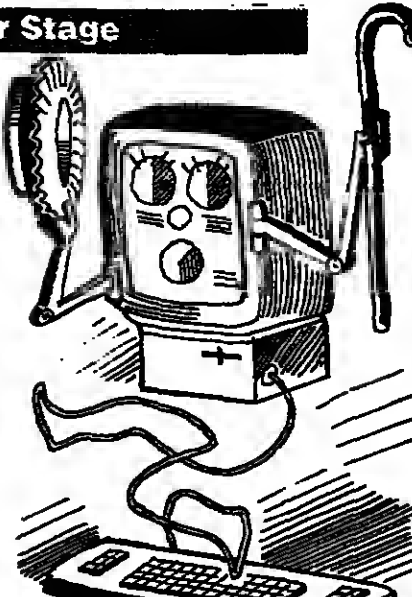
Reflecting the rising cooperation between the entertainment and computer industries, one company, called 7th Level, has dual headquarters in Los Angeles and Dallas. Its principals include a Hollywood producer, a Texas software executive, and a former member of the bands Pink Floyd and Toto.

The comedian and television actor Howie Mandel lends his voice to 7th Level's first title, an animated children's program called Tumeland (a second title features England's Monty Python group), and a recent company

Multimedia Takes Center Stage



Source: Dataquest



David S. Lee/ITT

party attracted the former junk-bond financier Michael Milken, the actresses Michelle Pfeiffer and Sherry Duvall, and random specimens from the Los Angeles music and art societies.

Microsoft Corp., the world's largest software company, has formed a new division to produce multimedia titles for the home, including the popular Encarta encyclopedia on CD-ROM; Cinemania, a movie guide that includes video clips; and a guide to the art in London's National Gallery. Such CD-ROM titles typically cost less than \$100, only slightly higher than the average prices for earlier generations of programs distributed on diskette.

Roberta Williams, a co-founder of the entertainment software company Sierra On-Line Inc. and creator of the popular "King's Quest" series of games, said her latest King's Quest CD-ROM title required the services of Hollywood animators, artists, singers, composers, directors and set designers, in addition to the usual complement of programmers.

"We have an Emmy Award-winning director from television, and some awesome voice talent," Ms. Williams noted. "Robby Benson is the voice of Alexander, the main character." Mr. Benson also provided the voice for The Beast in the Disney film "Beauty and the

Beast." Underscoring the synergy between the film and computer industries, the Disney movie relied heavily on computer-generated graphics to augment the more conventionally produced illustrations.

Ms. Williams agreed that the multimedia trend affects more than personal computers. "When you have full-motion video and actors and sets, there's going to be this great blurring of Hollywood, video games, computer games, game machines and computers in the next five years," she said.

Games, including Broderbund's "Myst" and Lucas Arts' "The Elder Scrolls," and rock video software, including "Xplor 1: Peter Gabriel's Secret World," from MacPlay, show off the technical capabilities of multimedia. But judging from the crowds at recent multimedia software exhibits, including the giant Comdex Fall trade exhibit and Consumer Electronics Show in Las Vegas, the driving application for multimedia appears to be "adult" CD-ROMs.

At one software booth, throngs of male customers grabbed copies of the CD-ROM title "L.A. Strippers: Bikes & Babes & Rock 'n' Roll." In an adjoining booth, salesmen tried unsuccessfully to generate interest in a language instruction program that used video clips from Spanish television.

Bruce Ryon, who analyzes the multimedia market for Dataquest, said the trend is not surprising, considering that multimedia computer buyers typically are adult males.

"The adult male goes to the computer store to find a PC for working at home," Mr. Ryon said. "He discovers that there's a \$150 to \$200 premium for a multimedia system, so it becomes a fairly easy sell."

Sales of multimedia upgrade kits, intended to retrofit existing personal computers so they can run multimedia software, are also growing. However, many buyers find it technically chal-

lenging to install the CD-ROM drive and sound card needed to complete the package.

Unlike Apple Macintosh computers, which were designed to take advantage of graphics and sound, the typical Windows PC requires the user to configure a multimedia system with confusing software "drivers" and dip-switches. Even experienced PC users discover it can take a full weekend to install and debug a simple sound card.

While multimedia systems are capturing the home market, they are fizzling in the larger business market, except in the specialized areas of presentation software, information kiosks and some training applications. Part of the reason may be the high cost of producing multimedia software, which requires special equipment and more complicated programming tasks. Another concern may be too much noise and distraction in an office where everyone has flashing, squawking computers.

"The business use of multimedia will start to take off when video-server technology becomes available," Mr. Bove said, referring to specialized, high-speed computers and data bases that can distribute large video files efficiently over office networks. Video signals, which will be useful in training films, catalogues and even "face to face" electronic mail, demand more "bandwidth" and processing power than today's standard office networks can provide.

Such companies as Oracle Corp. and International Business Machines Corp. are racing to deliver video server technology not only for the office, but also for such broader commercial services as video-on-demand over cable television networks.

PETER H. LEWIS covers cyberspace for The New York Times.

Personal Assistants Fail to Win Over Would-Be Bosses

By John Burgess

WASHINGTON — The first design is never quite right. But the second or third captures the public's imagination and soon manufacturers have on their hands a smash hit that keeps factories running overtime.

Not a few companies are gambling that this familiar pattern of the electronic age will prove true with a new class of product, the personal digital assistant.

So far, all that is clear is that the first design was not quite right. Last year, three companies launched versions of the book-sized, battery-powered devices, conceived as digital palmtops that would go everywhere with their owners. They would serve as computer, scratchpad, communicator and personal confidant. And they would win converts en masse through ease of use.

No keyboards—just a pen for entering information. Special handwriting-recognition software would convert words scribbled on the device's screen into text.

Most important, the PDAs would keep their owners in touch—electronic mail or faxes would flow over the air or through phone lines into the devices.

To date, customer response has been less than frenzied. An initial surge of interest on the sales floors of electronics stores has ebbed, followed by some harsh reviews in the press and nasty pledges from the companies to redesign.

But, says Paul Saffo, a researcher at the Institute for the Future, a Menlo Park, California, think tank,

"they're failing in interesting ways" that will bring major improvements to products that follow.

First out the gate was Eo Inc., a California start-up with investment from American Telephone & Telegraph Corp. Its large device, with a cellular phone hanging off the top, sold for about \$4,000 in its fully equipped version. In February, the company said it would do a major overhaul of the design and parted ways with its chief executive.

Then came Apple Computer Inc., the industry's biggest champion of the PDA concept. Its \$700 Newton MessagePad was put on sale with no built-in communications capabilities—users had to attach a "modem" device to hook it to a phone line. Same for the Zoomer product of Tandy Corp.

The popular comic strip Doonesbury got laughs for a while with its title character struggling to be technically hip by using one. But he was buffeted by friends wondering what it did for him and by software that insisted on rendering "how are you" as "howard yoyoy."

But against Newton and Zoomer, probably the biggest rap was the lack of easy, built-in communications. "It's the essential feature," said Mr. Saffo. "Without it, they're just electronic pet rocks."

Apple has now introduced an improved version of the Newton, and is working on others. But the industry's interest is diverted to a team of new entrants expected later this year. They are building PDAs around so-called "Magic Cap" software developed by a small California company called General Magic.

Motorola Inc. has introduced a PDA called Envoy, which does not



Universal Press Syndicate © 1993 G.L. Truitt

recognize handwriting but is aimed at two-way wireless communications. Sony Corp. is also expected to put a unit on the market later this year. Other major companies, including Matsushita Electric Industrial Co. and Philips have expressed interest in doing the same.

The prime differences are these: built-in communications from the start. Motorola's unit has a wireless modem for transmission over the air, while Sony's will rely on telephone lines through an internal modem.

And there will be no handwriting recognition, on the grounds that at its present level of development it just causes trouble. People will use a pen, but enter information by picking from lists or tapping on a simulated keyboard that can be made to appear on the screen.

Magic Cap PDAs are also designed to work with an intelligent messaging network that AT&T is preparing to switch on. The chief

executive of General Magic, Marc Porat, sees a time when large numbers of people would carry Magic Cap devices, using them for tasks as diverse as storing phone numbers and ordering a bouquet of flowers.

Still, the question remains: do large numbers of people want to carry around one of these things? Or is this a case of the industry chasing naively after a hit product that doesn't really do anything valuable?

Bill Bluestein of Forrester Research Inc. expects Apple will be proven right, but not too soon. "Apple's taking all the heat right now," he said. "But that's what you've got to do to make money in the long term."

Be patient, Mr. Bluestein says: the PDA market will get going for real in 1995 and 1996.

JOHN BURGESS is on the staff of The Washington Post.

Watch Out Nerds, Here's Cybermom

By Rosalind Resnick

FOR MOST of my neighbors in my little town of Hollywood, Florida, getting the mail means opening the front door, lifting the lid of the mailbox and pulling out a day's worth of bills and letters.

But not for me. Every day, I log on to at least three on-line services and the Internet to check the stash of electronic cards and letters that I know are waiting for me. Thanks to my computer and modem, I stay in touch with friends, family and colleagues around the world without ever leaving my chair. With two kids to raise and a busy home-based business to run, e-mail has become my conduit to the outside world.

In fact, I'm on-line so much these days that my family jokingly refers to me as "cybermom."

But I'm not the only one who's lost in cyberspace. "Going on-line"—using a computer and modem to tap into a world of electronic mail and information—is gaining popularity worldwide. More than four million people around the globe subscribe to the five largest U.S.-based on-line services—Prodigy, CompuServe, America Online, Genie and Delphi. (CompuServe, the strongest U.S. on-line service in Europe, has 90,000 European subscribers.)

And then there are the 20 million or so people who dial up the global Internet communications network and the millions more who connect to Minitel in France. Formerly a haven for computer nerds and hackers, cyberspace is now home to everybody from entrepreneurs to grandmothers.

What's so great about going on-line? For me, and for many of the other people I've met there, it's the sense of community, the chance to tap into a supportive network of friends and colleagues, a place where you can kick off your shoes at the end of the day and relax. Though I still enjoy a good heart-to-heart over the phone, logging on is the next best thing to being there.

Unlike many people who are rocketing into cyberspace these days, I stumbled onto the on-line world four years ago by accident. I was a new mother working from home and struggling to use a computer and modem to send stories to my newspaper and magazine clients electronically. Then a friend told me about CompuServe, an on-line information service that would enable me to do my research by computer instead of driving to the library. Soon I started tacking up electronic notes on CompuServe's on-line bulletin boards to find people

to interview for my articles, letting me do my "legwork" without leaving my chair.

Before long, I was using my computer and modem to log on to all the major on-line networks and making friends with people I'd never met face to face. Having lost my network of friends and colleagues when I quit my newspaper job to go freelance, I discovered a new network as close as my computer.

It didn't take me long to get hooked—and to start nagging my friends and family members to go on-line, too. Now, my mother, who lives near Philadelphia, and my brother in Los Angeles are both on CompuServe. My aunt in Minnesota logs onto America Online, and my sister-in-law has access to the Internet through her job at UCLA.

Because e-mail is cheaper and more convenient than a phone call, we dash off birthday greetings, thank-you notes, and updates about our kids and activities far more often than we used to.

But e-mail is not the only reason that everybody I know seems to be going on-line. My husband, Bill, often logs onto Prodigy's Easy Sabre database to check air fares and flight ability when making our travel plans. Easy Sabre, which is available through all five of the major on-line services, is the consumer version of the reservations system that professional travel agents use to tap into a database of

more than 45 million airfares, 20,000 hotels and 52 car rental agencies. It's quicker and easier to use Easy Sabre than it is to make time during the day to check flights with a travel agent by phone.

We recently signed up for Prodigy's "desktop banking" service. For \$9.95 a month, we can check our bank balances on-line and move money from my business account to our personal account and vice versa. We can also pay bills on-line, saving the time and hassle of writing out checks, stuffing them into envelopes and sticking on stamps.

My husband also likes to meet his friends on America Online at night. Once he locates a friend on-line—America Online has a feature that lets you find out if another member is on-line at the same time you are—he'll send that person an electronic message and launch into a real-time chat. Computer chatting is just like talking with someone over the phone except that you're typing instead of talking.

Immersed as I am in my on-line world, there are some things that I just can't do on-line—like playing with my daughters at the end of a busy day. But thanks to on-line services, I now have more free time to do that.

ROSALIND RESNICK is a freelance writer and on-line-services consultant.

The World at Your Fingertips

International Herald Tribune

SUBSCRIBERS to consumer on-line services typically pay a monthly fee plus additional charges for accessing certain databases and other features. Fees vary widely but can be as low as \$8 a month. Many of the services can be accessed from anywhere in the world.

The Internet, which initially was used by scientists and university researchers, is today open to anyone who has a personal computer with a modem and communications software and an account with a computer-services company linked to the Internet.

For more information about on-line services, contact:

- America Online, 8619 Westwood Center Dr., Vienna, Virginia 22182
- CompuServe Information Service, 5000 Arlington Center Blvd., P.O. Box 20212, Columbus, Ohio 43220
- Delphi, General Vindex Corp., 1030 Massachusetts Ave., Cambridge, Massachusetts 02138
- General Electric Information Service (GEInfo), 401 N. Washington St., Rockville, Maryland 20850
- Prodigy Interactive Personal Service, 445 Hamilton Ave., White Plains, New York 10601

R.R.

Television, the Total Services Pipeline: No Need to Ever Leave the Living Room

By Robert Frank

FALLBROOK, California — The last thing Katherine Sharp wanted to see was her 6-year-old son Max spending more time in front of the television.

"I didn't even get cable because TV tends to stop conversation," she said. But last year the local cable company was offering a new interactive service Mrs. Sharp, a computer buff, couldn't turn down. The cost: just under \$10 a month.

Called Main Street, the service features news and entertainment, education, financial information and shopping. It can be used for everything from reserving airline tickets or books at the library to helping her older sons prepare for college entrance exams.

Today Max spends television time browsing an electronic encyclopedia, listening to stories like "The Five Chinese Brothers"—offered in English and Spanish—or touring the Los Angeles Museum of Natural History, 120 miles (190 kilometers) away.

"He's learning all about dino-

saurus and now he wants to be a paleontologist," Mrs. Sharp said.

Across the United States the rush is on to connect average Americans with interactive television, which some consider the "on-ramp" leading to the creation of the touted information superhighway.

At stake are the billions of dollars to be had by whoever combines television with a computer's ability to communicate and deliver information. And of course everything must be done easily with a remote control.

Corporations like Pacific Bell, a unit of Pacific Telesis Corp., and cable giant Tele-Communications Inc. are getting into the fray.

Leading the way for now is GTE Main Street Inc. The subsidiary of the telecommunications giant GTE Corp. is already building customers in California and Massachusetts, using existing coaxial cable networks and software.

"We're looking at more of a mass market for the average person to get information, entertainment and some education," said Thomas Grieb, vice president and general manager of GTE Main Street Inc. Rather than replacing personal computers, "we're the next level of television. It's a way of taking a lot of stuff that's already on TV and making it more convenient to the user," he said.

Tested in the Boston area in



Interactive technology could make watching TV a family activity again.

1988, then in a Los Angeles suburb, Main Street was first offered to subscribers through local cable companies in early 1993. Mr. Grieb said. Its most popular features are games, like blackjack, where subscribers play each other, and the educational services. Each of the educational services, from UPI news to restaurant guides to a 100,000-word dictionary, is gleaned from existing software.

"We're looking for other people to develop content," Mr. Grieb said. "We're really in the packaging business."

Main Street now has about 3,500 customers and expects to nearly triple that number by year's end. Plans also call for adding new services and offering printers for customers by June or July.

Unlike GTE, Time Warner Entertainment is in the product devel-

opment business, through Toshiba Corp., Warner Bros. studios and Home Box Office Inc. It also includes the second-largest cable television company in the United States, with 7.1 million customers in 36 states.

In partnership with a Colorado telecommunications company, US West Inc., the Full Service Network, which is owned by Time Warner, depends on digitized sig-

nals transmitted over a fiber-optic network. The partnership plans to spend \$5 billion nationwide upgrading Time Warner's existing operations by 1998, said Tammy Lindsey, a Time Warner spokeswoman. The company has installed fiber-optic lines in an Orlando, Florida, test area, and by the end of the year the 4,000 customers will be able to receive digitized feature movies on demand.

"This technology really gives the subscriber an unprecedented degree of control over their television and their access to other kinds of information," said Jim Chiddix, senior vice president of engineering when they get what they want, when they want it," Mr. Chiddix said. "And that's something new for television."

A three-dimensional primary menu, called the navigator, lets the subscriber zoom around a futuristic city to order their favorite movies, compare specifications on various makes of autos or place catalogue orders.

With a service called ShopperVision, viewers can "stroll" through their neighborhood market or drugstore, pluck objects from the shelves and rotate them 360 degrees to read the labels. Orders will be delivered straight to their homes.

"What you're seeing on video is exactly what you'll see on the shelves in your local store," Mrs. Lindsey said.

"It will be just like walking into a drugstore down the road."

Interactive television is poised to change the way people think about entertainment and information, said James R. Beniger, Ph.D., author of "The Control Revolution: Technological and Economic Origins of the Information Society."

"The average person will become

much more familiar with accessing information," said Mr. Beniger, associate professor of communication and sociology at the University of Southern California. "They will be more actively seeking out information they want rather than letting it pass before them."

AND while television was first introduced as a family activity, declining costs have mostly eliminated that, with children watching their shows on one set, the parents on another, he said.

Interactive television "will eat away at some of the Nintendo market, and the possibility of games that the entire family could play, like find the treasure, would be a profound social change," Mr. Beniger said.

Mrs. Sharp needs no convincing.

Her family won \$100 from their local cable company playing a trivia game against other Main Street customers. "We all sat here playing together. That's when I thought, 'this is really neat.'"

"I hope it spreads," Mrs. Sharp said. "It's so much better than TV—you can learn something. It's an exciting evolution."

ROBERT FRANK is a journalist based in Southern California.

The second part of the Special Report on Information Technology will appear in the paper of Thursday, March 17.



As Europe's No. 1 in telecommunications, we naturally have the best connections to your new markets in the east.

Whether it's easy access to international telephone lines, or setting up inter-office computer links, fast

and efficient two-way communications are an absolute must for western companies doing business in the emerging markets of eastern Europe. Unfortunately, the existing public networks in these countries cannot cope with the traffic demand and this creates a severe problem for many companies.

The solution? Take advantage of our enviable eastern connections. Thanks to our modern satellite capabilities, Telekom can help you create and build up your own exclusive state-of-the-art east/west communications links in an impressively short time, and always at a competitive cost. As a leading and active member of the international satellite operator associations, we have access to the world's largest satellite capacities. Our considerable experience and in-depth knowledge of satellite technology, allows us to give you total support in realizing your needs. Our expertise in turn, is backed by a history of close cooperation with our neighbouring telecommu-

communications authorities in the east. It is, therefore, no surprise that Telekom is the leading provider of satellite based data networks and services in eastern Europe.

We have many other customized solutions to help you. For example, "Delos" is a Telekom service that has been especially developed for companies who need direct access from eastern Europe to Germany's telephone network and the world beyond. You can enjoy high quality two-way voice, fax and data transfer and avoid the frustration of waiting for a free line.

So – if a demanding communications challenge is looming on your eastern horizon, have a word with Europe's No. 1 – Telekom.

Telecommunications made in Germany.

London.....
Tel.: +44 71 287 17 11
Fax: +44 71 287 50 99

New York, NY.....
Tel.: +1 212 424-29 00
Fax: +1 212 424-29 89

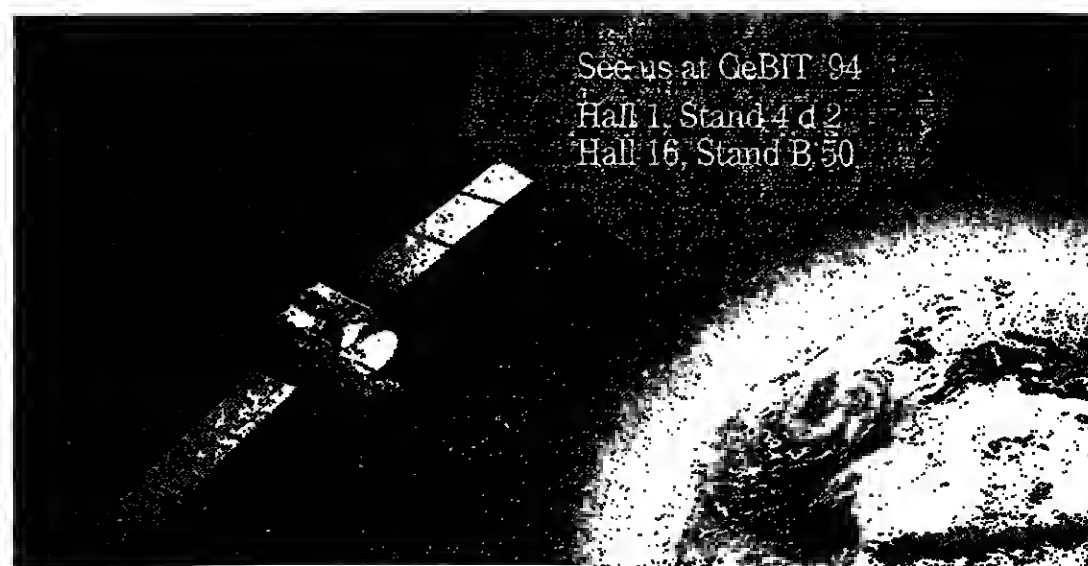
Tokyo.....
Tel.: +81 3 52 13 86 11
Fax: +81 3 52 13 86 32

Peris
Tel.: +33 1 44 43 00 00
Fax: +33 1 44 43 00 10

Moscow
Tel.: +7 50 22 56 51 09
Fax: +7 50 22 56 51 10

Brussels
Tel.: +32 2 775 05 11
Fax: +32 2 775 05 99

Koblenz.....
International Key
Account Management
Tel.: +49 281 1 23 11
Fax: +49 261 3 82 82



See us at CeBIT '94
Hall 1, Stand 4 d 2
Hall 16, Stand B 50

We tie markets together.



Telekom

هكذا من الأصيل

Information Technology / A Special Report

Technology and the Simple Life: In Scotland, Dream Nears Reality

By Conrad de Aenlle

MONKSTADT, Scotland — When Janice Hudson and Tam Wood were living near Glasgow, they dreamed of getting away from it all and setting themselves up on a small patch of land to raise sheep. Then a couple of years ago, a break came their way. They were able to leave Scotland's rustling industrial heartland and settle in this hamlet on the northern tip of the Isle of Skye, almost as close to Iceland as to London.

Monkstadt does not appear on most maps of Britain, or even Scotland. There are very few inhabitants — almost none if you don't count sheep or the shaggy-haired Highland cattle that pop up around almost every bend and hilltop. By anyone's way of figuring, this place is indeed away from it all.

"I always wanted to have a wee croft," a farm with maybe 10 acres and a piece of a hill on which sheep can graze, said Miss Hudson, who worked at a hospital in Lanarkshire until the move north. "It's something I always wanted to do, but I didn't think it was possible."

The couple doesn't have the croft yet, but they do have the simpler life of years gone by that they had been craving, thanks to technology that is expected to provide the simpler life of years to come. The break that allowed their change of geography came when Miss Hudson landed a telecommuting job working on scientific texts for a company called Crossaig Ltd.

Crossaig is something of a techno-middleman. Under a contract from the large Dutch publishing house Elsevier NV, the small company with offices near Glasgow uses scanning equipment to transfer printed scientific journals into its computer system. Staff scattered across Scotland then log on, call up the texts and prepare them for use in a database shared by nine American universities.

While Miss Hudson took the job because she wanted to move out to the sticks, she is an

exception. Most of Crossaig's two dozen or so workers were already there. Many live in and around Lochgilphead, a smallish town in the rural Argyll district. Telecommuting has allowed them to come back into the labor force after having children, something difficult to do in Britain.

Karen Welch, a chemist with four children, one of whom has cystic fibrosis, spent several years working in England and South Africa. She moved to Ardrishaig, just down the road from Lochgilphead, after her husband, also a chemist, took a job with the local water authority. Then she began working for Crossaig.

"I didn't anticipate there being many job opportunities for a scientist in such a remote part of Scotland," she said, "but with a child who has serious medical problems, we knew the opportunities weren't going to be many anyway, so this is just perfect."

Even though she is far from Britain's scientific community, Mrs. Welch finds that her working journal articles for Elsevier's database keeps her better informed than she otherwise would have been.

"If the time comes when I can go back to work, I'll be up-to-date on the research," she said.

Without the flexibility that telecommuting provides, others would have not have been working at all.

"I had no intention of coming back to work, at least until the kids were in school," said Anne McArthur, a colleague of Mrs. Welch at Crossaig. "Then I was offered the job. I didn't apply for it, but it was the best thing that could have happened."

It is happening more and more. The number of telecommuters, or teleworkers, as they are known in Britain, is believed to be increasing by 20 percent a year there and in the United States.

Trevor Campbell, of Rural Telematics Consultancy, estimates that 3 percent of Scottish employees work at home regularly, a figure in

line with urban communities in Europe and the United States.

Such figures, he conceded, can only be crude guesses, but they are bound to grow.

"Statistics on teleworkers are notoriously elusive, and it's also a matter of definition," Mr. Campbell said. Most are self-employed and many work at home only part-time.

A study done by the Henley Center for Forecasting suggests that 50 percent of Britain's work force had jobs that could be done completely or partially by telecommuting. And a report by British Telecommunications PLC said that 2.25 million Britons could be expected to work from home at least three days a week by 1995.

But only with the right hardware. What lets British telecommuters do their jobs is British Telecom's Integrated Services Digital Network of high-speed data-transmission lines.

Alan Fye, Crossaig's head of production, said that without the network, the company's operations might have been prohibitively expensive. ISDN compresses information so it can be sent quickly, and so more cheaply than through an analog line. Even so, he said, Crossaig's phone bill remains one of its biggest expenses.

MOST of Crossaig's remote staff work from home, usually 10 to 20 hours a week, but a few come in to an office the company opened next door to the local hospital in Lochgilphead. This works best for people who prefer their solitude in small doses.

"I'd go out of my mind if I had to work at home," declared Sandra Ellis, who comes in several days a week. "I had a machine at home, but once I got a taste of working at the office, I didn't want to go back. We have a few laughs, it helps a wee bit. There's a lot of therapeutic value in getting out of the house."

Mrs. McArthur works at the office, but not by choice. Her house, a half-hour's drive out in

the country, has not yet been hooked up to an ISDN line. Once it is, she will spend more time there. "I blow hot and cold about it," said the mother of two girls, age 5 and 7. "I like the company, but it works out better at school holidays. It's much easier to work from home. Ideally, I'd like to work two days in the office and two at home. That's where this job comes into its own. You have the flexibility to work where it's most convenient."

That's not true for Miss Hudson. Because

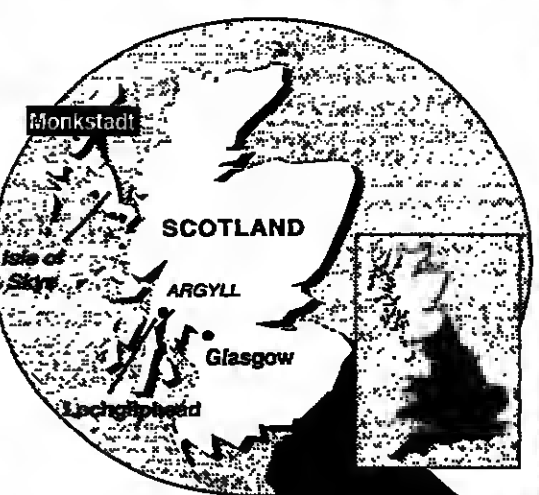
her part of Skye has yet to be plugged in to ISDN, she has been commuting three or four days a week to Portree, the island's only town of any consequence. The one-hour round-trip drive has convinced her and Mr. Wood to give up the bucolic life, at least for now.

"I think we'll move to Portree and make some money for a wee while," she said. "The expenses of traveling add up." They hope to move back to a more remote corner of Skye once ISDN makes it out to the rest of the

island, which should be by the end of next year. Then maybe they can get their croft.

One thing Miss Hudson is fairly sure of is that she will ever go back to the city. "I like the people, the lifestyle, the trust people have here," she said. "It's a different way of life up here."

CONRAD DE AENLLE is a writer in Paris who specializes in economic and financial topics.



Karen Welch working at home, right; the port at Ardrishaig, where she lives.



In Germany, Mobile Phones Take Hold

By Brandon Mitchener

FRANKFURT — A mobile phone system starting this year in Germany promises to make cordless, cellular communications as common for ordinary people as for business executives.

E-Plus Mobilfunk GmbH, the operator of a new German network that will compete against but be compatible with the existing cellular phone system, is scheduled to start its service in Leipzig and Berlin in May. Other major cities and rural areas are to follow until the entire nation is networked by 1997.

E-Plus, which is owned by an international consortium led by Thyssen AG and Veba AG, with 28 percent each, and including Bell South Corp. of the United States, with 21 percent and the Vodafone Group of Britain, with 16 percent, aims to offer cellular phone services more cheaply in order to attract non-business customers.

It is just a question of time before the new network spreads, believes Dietrich Gemmel, a spokesman for the company. A license for this type of system has already been awarded in Britain to another operator, and France, Switzerland and Italy will follow soon, he said.

"The E-Plus network will be one of the biggest mobile phone networks in the world and the experience we gain here, in metropolitan and rural areas both, will prove its importance and push developments in other countries," said Sari Baldani, president of Nokia Telecommunications Cellular Systems, which is building the system's ground transmitters and first few thousand handsets.

Despite the fact that falling prices have already made the existing digital standard, known as GSM for Global System for Mobile Communication, far more successful than its

owners expected, experts say E-Plus will attract a new class of users by making phones smaller, lighter and cheaper.

Of an expected market of 10 million users in Germany by 2000, E-Plus expects to serve one-third. But some experts say that both the overall estimate and the one for the E-Plus share are overly conservative.

There are already about 1.8 million users of competing analog and digital mobile phone systems in Germany, and the number of new digital network customers is growing by 2,000

Experts say E-Plus will attract a new class of users by making phones smaller, lighter and cheaper.

a day, more than triple what the Telekom and Mannesmann Mobilfunk GmbH, operator of the country's first private digital network, expected.

A further boost could come from the placement of 66 satellites in low earth orbit by 1997, making it literally possible to phone from any place on the globe to any other without dependence on terrestrial transmitters.

In the not-too-distant future, as much as 90 percent of calls within and between industrialized countries will be made with cellular phones, industry experts estimate. That new competition will strike not only within the mobile phone industry but also help to break the dominance of state phone monopolies.

Within a few years, experts say, the telecommunications industry will become more impor-

tant in many countries than automobile manufacturing. Not including the booming business in handsets, building the German E-Plus network alone will cost 7.8 billion Deutsche marks and create 8,000 jobs in the next few years.

Brian Wilkinson, an analyst at Credit Lyonnais Securities in London, said the success of E-Plus in Germany or anywhere else will be "very much a question of price."

The E-Plus system, which is based on a European-wide digital standard called DCS for Digital Cellular System, transmits at twice the frequency — 1800 megahertz — as GSM's. The result is a much lower energy requirement, which in theory at least means that handsets can be made smaller and lighter and batteries will last longer, rendering the heavy, lunch-box sized phones that some analog phone and GSM users still lug around a thing of the past.

What's good for E-Plus and its partners is almost necessarily bad for the operators of existing GSM digital networks, even now, because some customers who might have opted for GSM are waiting for DCS to arrive.

Peter Mihatsch, president of Mannesmann Mobilfunk, which operates the first private digital network in Germany, has sought to downplay the competitor's significance. "I'm waiting to see it," he said of E-Plus's promise to deliver smaller, lighter and cheaper handsets.

It will also take some time before E-Plus and its counterparts in other countries establish the geographical coverage that GSM already enjoys, he notes.

Mr. Gemmel of E-Plus, however, is undisturbed by such remarks. "We're coming a bit later, but we're convinced the market will grow," he said.

BRANDON MITCHENER is the Frankfurt correspondent of the International Herald Tribune.

U.S. Newspapers Rush to Get On-Line

By Robert Frank

SAN JOSE, California — It was an important week. Anne Zeisse, a host for the computer chat service of the San Jose Mercury News was expecting a big turnout.

California Governor Pete Wilson would be on hand at the newspaper's Mercury Center, spending 45 minutes answering questions from users.

While fewer than a dozen users tapping messages on their keyboards at once is considered an average sized chat, Mrs. Zeisse was expecting a whopping 48 people. That's the electronic equivalent of standing-room only, with people standing outside the door.

"I'm going to be doing crowd control," Mrs. Zeisse said, giggling. Mr. Wilson is not the first politician she has hosted, thanks to the growing reputation of the newspaper's on-line service. "When these people want to get on-line, they tend to approach the Mercury News."

Newspaper journalists, once afraid of becoming victims of their profession's future, are now rushing forward to meet it.

More than ever before, on-line services such as America Online, Prodigy and CompuServe are featuring electronic services from U.S. newspapers such as the Mercury News and The Chicago Tribune. Recent additions include The Atlanta Journal and Constitution, Newsday and the Los Angeles Times.

More newspapers are expected to join. A conference on interactive newspapers held in February attracted over 600 people, more than twice the number that showed up at the conference last year.

Meanwhile, at places like the Massachusetts Institute of Technology and Knight-Ridder's Information Design Laboratory, millions of dollars are being spent studying how to take most of the paper out of newspapers.

"We are focusing on the information, out the delivery systems," said Barry Parr, Mercury Center's marketing manager. "It's a matter of taking information to our readers."

The newspaper's research showed that a significant number of people said if they could get all their information on-line, they would, Mr. Parr said. "It's interesting because it's a group of people who are probably heavy readers as well," Mr. Parr said. "They probably don't watch that much television unless it's Star Trek."

For the past 10 months Mercury Center has been providing that information. More than 5,200 subscribers, paying \$9.95 per month, cruise the electronic newspaper's daily news, business, entertainment and sports stories, and personal, real estate, help wanted or automo-

The IHT On-Line

THE International Herald Tribune is among the many publications around the world that are embracing on-line technology. Articles from the IHT, going back to July 1991, are available through the on-line database services of Mead Data's Lexis/News and of DataTimes.

The editorial department of the Herald Tribune can also be reached through the Internet, the international on-line network. The paper's Internet address is: IHT@eurokom.ie.

live classifieds. Readers can exchange messages with editors and reporters via electronic mail. Bay Area organizations post newsletters, events and meeting information under a separate heading.

On-line chats, such as the current events chat, are very popular, as are the Mercury News archives, which stretch to 1985, Mr. Parr said.

The service is part of the editorial side of the newspaper, and is the only on-line publication organized that way, he said.

"The key for us is that the Mercury Center is tightly integrated with the main newsroom," Mr. Parr said. "We can put a story onto America Online from our (newsroom) terminals as easily as sending it to typesetting."

This decoupling of gathering and organizing the news from distribution and presentation is what the MIT Media Laboratory's five-year, multimillion dollar research project is all about.

This change is being driven by technology, the industry and consumers, said Walter Bender, a scientist and principal researcher with the MIT project.

"What we're working on is actually not newspapers of the future, but ows in the future," Mr. Bender said. "Our questions are, as we enter an era of electronic distribution, how can we still do the work of traditional media? How can we provide a mechanism as rich as the existing mechanism? And what are the new opportunities?"

Newspaper publishing companies, including Knight-Ridder Inc., Gannett Co., Thomson Corp., Hearst Corp., Pulitzer Publishing Co., Tribune Co. and Times Mirror together are spending between \$7.5 million and \$10 million by 1998 in an effort to get these questions answered.

Three technologies will come to bear as newspapers move into the future: understanding content, knowing the individual and presenting information, Mr. Bender said.

"The broadband is a well-engineered display. It enables one to ignore 90 percent of the content without putting a lot of effort in," Mr. Bender said. "We need to come up with the electronic equivalent."

Information must be found, organized and filtered for an individual's needs and delivered in a way that establishes context and is most useful for that person. Point-to-point communication, such as on-line services, must continue exploiting interpersonal communication.

Content, not technology, is what counts.

"I take the anti-McLuhan approach," Mr. Bender said. "The message is the message, especially when the message is news."

While some journalists once feared for their profession — and jobs — in the computer age, journalists will become more important than ever in producing, providing and packaging the news of the future, said Roger Fidler, director of Knight-Ridder's Information Design Laboratory in Boulder, Colorado.

"I see newspapers being able to incorporate full motion, sound and transactional capabilities with advertisers by the end of the decade," Mr. Fidler said.

The technological changes will not spell the death of an industry, but cause it to evolve, Mr. Fidler said. This is what he calls "mediamorphosis," the title of the book he's written on the subject.

"Newspapers didn't suddenly emerge, they evolved from books and newsletters printed in the 15th century," he said.

In his vision for the future, newspapers wave good-bye to presses, paper and ink. Subscribers download more than one newspaper every day onto a magazine-sized electronic tablet, weighing less than two pounds (one kilogram). A touch of the screen flips pages, animates photographs, and brings graphics to life so readers can plug in their own statistics on, say, a proposed tax, and immediately see how the law will bite their income.

By reducing the cost of producing a traditional newspaper — 40 to 60 percent goes to manufacturing and distribution — newspapers can spend more to add this new dimension to the information they provide, Mr. Fidler said.

That view contrasts with popular wisdom, which holds that telephone companies and cable television will be all that people will need along the information superhighway, he said.

ROBERT FRANK is a journalist based in Southern California.

Europe's leading business magazine for the computer industry

If you're involved with the computer industry, you can't afford to miss another issue of this revolutionary business magazine.

Published simultaneously in 3 language editions (German, French and English), *European Computer Sources* reaches across Europe to give computer dealers, distributors, VARs, OEMs and system integrators in 43 countries the vital business coverage they need. Its modular, tri-lingual editorial format also makes it Europe's fastest growing advertising medium to the computer trade.



- Inside the pages of *European Computer Sources*, readers regularly find:
- new product information
 - distribution channel strategies
 - sourcing strategies
 - market research
 - global trends
 - software
 - networking news
 - management issues
 - VAR business news
 - OEM issues

Each month, *European Computer Sources* provides editorial leadership for a market in desperate need of business news on the computer industry. An industry where Frost & Sullivan say distribution channel sales will continue to grow from US \$24.2 billion in 1992 to US \$40.3 billion in 1997.

Don't miss another issue of the computer industry insider's choice — *European Computer Sources*!

For more information, please complete this coupon and fax it back to our Brussels office.
Belgium: Tel. 32-2-767-6004 Fax 32-2-768-0084

☒ Yes, I would like to receive:

☐ A FREE sample issue if your company is in the computer business

☐ Information on subscribing to *European Computer Sources*

☐ A free copy of a 1994 worldwide computer industry trade show schedule with more than 199 listings

☐ Full media details and advertising rates.

☐ More information about our five other computer reseller publications: *Computer Sources* (North America), *Computer Products* (worldwide), *The Guide to USA Pavilions at CeBIT*, *CeBIT NEWS* (show daily) & *Network+Interop Berlin* (show daily).

Name: _____

Title: _____

Address: _____

Country: _____

Tel: _____ Fax: _____

Which best describes your firm's primary business? Tick one only

☐ Computer manufacturer/assembler

☐ Store/retailer/dealer

☐ VAR/Systems integrator

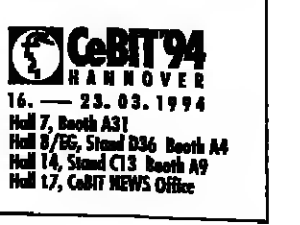
☐ Corporate end user

☐ Distributor/wholesaler

☐ Consultant who resells

☐ Broker/repair/maintenance

☐ Other (list): _____



SPORTS

Cagliari Slips Past Juventus to Semifinals

Compiled by Our Staff From Dispatches

The UEFA Cup holder Juventus of Italy was knocked out of the competition Tuesday night by its Italian league rival Cagliari in a quarterfinal match in Turin.

Juventus, behind 0-1 after the first leg in Sardinia, got back on level terms when Dino Baggio scored in the 23rd minute.

But second-half goals by Aldo Friscano and Luis Oliveira secured Cagliari's place in Friday's semifinal match with an aggregate score of 3-1.

The German stopper Jürgen Kohler was sent off and Roberto Baggio missed a penalty shot in Juventus's defeat.

Baggio, Europe's footballer of the year, had a chance to put 10-man Juventus ahead 2-1 for the night when they were awarded a disputed penalty shortly after half-time.

He sent goalkeeper Valerio Fiori the wrong way but saw his kick brush the post and bounce wide.

The defeat means Italy's most successful club will end the season without a trophy, and it could hasten the departure of the team's coach, Giovanni Trapattoni.

Paris St. Germain also reached the semifinals, in the Cup Winners Cup, at the expense of Real Madrid for the second successive year, but not before the Spaniards gave them a fright.

A 20th-minute goal by the restored striker Emilio Butragueno struck fear into the French team, and it needed a second-half header from the Brazilian stopper Ricardo to make it 1-1 on the night and 2-1 on aggregate.

In the other UEFA quarterfinal match, Casino Salzburg beat Eintracht Frankfurt in a penalty shootout. England's center back, Tony Adams, headed Arsenal into the semifinals of the Cup Winners Cup with a 1-0 victory over Italy's Torino.

In the match in Frankfurt, goalkeeper Otto Konrad saved two Eintracht penalty shots and then converted the decisive shot to help



Midfielder Maurizio Gaudino of Eintracht Frankfurt celebrates after scoring in the first half of his team's quarterfinal match with Salzburg in Frankfurt. But Salzburg won, becoming the first Austrian team to eliminate a German team in European Cup play.

Salzburg became the first Austrian team to eliminate a German side from a European cup.

Regulation time ended with Eintracht up 1-0, the same score by which Austria had won the first leg. The two teams were unable to break the tie in 30 minutes of extra time, sending the game into the shootout.

With the two teams tied 4-4 after the first five-shot series, Konrad knocked away the first sudden-

death shot by Manfred Binz and then drove home the decisive shot past Frankfurt goalkeeper Uli Stein.

Maurizio Gaudino scored the only regulation-time goal, after Uwe Bein found him with a long pass that split the Salzburg defense in the 21st minute.

Five minutes before Eintracht's goal, Salzburg had the best opportunity.

Croatian striker Nikola Jurcic

slipped the ball past the advancing Stein.

But Stein's body slowed the shot, allowing Gaudino to clear just in front of the net.

Arsenal, which won both domestic cup trophies in England last season, struggled for most of the game against Torino, which looked impressive on the break but also created few chances.

In Paris, Brazilian defender Ricardo

scored off a corner kick in the second half to give St. Germain a 1-1 tie that moved the team into the semifinals for the second straight year.

Paris advanced on a 2-1 aggregate, having beaten the Spaniards 1-0 in the opening leg in Madrid two weeks ago.

The Parisians, who comfortably lead the French League, are unbeaten in 33 matches since Aug. 15, 1993, including 25 in the French League, six in the Cup Winners Cup and two in the French Cup.

(AFP, Reuters, AP)

Playing Soccer's Power Games

International Herald Tribune

LONDON — Reports of the imminent departure from the FIFA presidency of João Havelange fall into the Mark Twain category: highly exaggerated.

Havelange, the elected head of soccer's international power since 1974, insists he is fit to run for another four-year term — although run may be an exaggeration, too, given that the Brazilian will pass into octogenarian status midway through that extension.

His enduring assets are stubbornness, staying power, and, when roused, the guile of an infighter.

He should go, but he won't. He should admit his time is up, but he won't. His supposed intention to hand FIFA over to his son-in-law, Ricardo Teixeira, as if it were a family heirloom should be easy to ridicule, but it isn't.

Havelange never mastered the art of smiling, but he might well be chuckling inside. His old ears will have picked up the rumor that ambitious men plot to face him down in Tunisia next week, force him to retire against his will.

Who is going to do it? Not, surely, the timid men who Havelange swatted aside in Las Vegas before Christmas when he, alone, barred Pelé from the stage at the World Cup draw.

Those highly placed men knew that a ban on Pelé, on grounds that the world's most identifiable soccer ambassador was in legal dispute with Teixeira, was bad business and a bewildering message to the American World Cup public.

But Havelange wouldn't bend, the opponents made relatively petty deals for their own self-interest, and Pelé's marketing men reaped the whirlwind of publicity at FIFA's expense.

The new push against Havelange is European-inspired. UEFA, the European confederation, is bent on a takeover, hoping to install its president, Lennart Johansson, as FIFA's lord.

As Johansson's supporters see it, there is a split between Havelange and Sepp Blatter, FIFA's general secretary. Of that, there is little doubt. Blatter can try, but he cannot totally disguise his sensitivity to criticisms of the president's outmoded, self-centered, illogical mottos.

But some in UEFA, perhaps Johansson among them, think Blatter exceeds his brief as paid executive. They fear he has grown too influential, almost presidential by default, in Havelange's increasing remoteness.

So UEFA is testing the waters before putting Johansson out to swim in what could be a straight race with Blatter for the FIFA presidency.

FIFA keeps its council. The headquarters in Zurich is a model of observed silence. But Blatter, away on business in Dallas, said last year that he was convinced Havelange would not step down, and was not inclined to stand in opposition to the elected president whom he is paid to serve.

defeat against Werder Bremen in Germany on Wednesday. It would be a mere tremor in the pulse of his progress, just a couple of points lost with three more matches in which to retrieve them later.

Milan was a prime mover in Johansson's abdication of the UEFA knock-out thrill. It threatened to take its ball away and not compete while there was a danger of the mighty being humbled by a humble team catching Milan's (or Barcelona's, or Bayern Munich's) stars on an off night.

Money talked, the sponsors persuaded, UEFA acquiesced, and we, the spectators, can take it or leave it.

The Cup Winners' Cup and the UEFA Cup, with real knock-out soccer, are more interesting. It will be fascinating to see whether Paris Saint Germain, leading the French championship by five points, can oust Real Madrid, Europe's first glamour club.

Fascinating to see whether Madrid, a goal down but, under new management and with faith restored in the brittle skills of Robert Prosinecki, can mount a reprisal in Paris's Parc des Princes.

After that, I shall look to Parma, the unpredictable Italian entertainer, against the equally cavalier Dutch team Ajax Amsterdam.

HOWEVER, sadness settles into the bone. Think of Norway, which played its way to the World Cup for the first time since 1938. Virtually its entire defense has collapsed.

Rune Brattseth, the captain and defensive master, expects to make the World Cup on the knee surgically reconstructed in Germany last summer.

Similarly, goalkeeper Erik Thorstvedt is slowly mending, after a knee operation in London. But two others, both based with Oldham Athletic in England, are out.

Gunner Hälle fell first, requiring a cartilage operation. Last week, Tore Pedersen experienced the searing pain in an FA Cup match at Bolton.

"He will require major knee surgery," said Pedersen's team manager, Joe Royle. "All the ligaments have gone, he is out of the FA Cup and out of the World Cup."

Honest sportsmen downed by injury; it puts the wrangles of power games into perspective.

Rob Hughes is on the staff of The Times.

New French Chief Vows Action in Marseille Case

Reuters

PARIS — The new president of the French soccer federation said on Tuesday that new hearings would be held next month in the Valenciennes-Marseille bribery affair but that final sanctions were unlikely until late May.

Claude Simonet, elected president of the federation last month after Jean Fournet-Fayard resigned following heavy criticism of his failure to conclude the match-fixing scandal, said that he would not be rushed.

Simonet has been urged by FIFA's general secretary, Sepp Blatter, to take final action as soon as possible. But the new president's timetable means the affair is almost certain to run past the first anniversary of the match that was allegedly fixed.

Olympique Marseille is accused of trying to bribe Valenciennes players to lose a French league match on May 20, a week before Marseille beat AC Milan to win the European Champions' Cup.

Simonet said a program for dealing with the issue would be established on March 25.

"But we must give clubs, officials and players the chance to restore their defense," he said.

Hearings would be held and the federation's federal council would make a decision by May 28, when it meets in the city of Lens, he said.

UEFA, European soccer's governing body, banned Marseille from international competition last year in frustration over the French federation's failure to act decisively.

The French body, under pressure from both FIFA and UEFA, eventually took some provisional disciplinary measures in September. Marseille was provisionally stripped of last season's league title.

Intrum's Skipper Cracks the Whip and Catches Up

By Keith Wheatley

Special to the Herald Tribune

PUNTA DEL ESTE, Uruguay — Total quiet on the deck of a racing yacht is usually a sign of crew concentration. Lawrie Smith, skipper of the record-breaking Whitbread entry Intrum Justitia, would worry that someone had dozed off. The style is more Robin Williams than Captain Bligh, but the British sailor likes to lead with the lip.

"Sometimes you have to wake them up a bit," said Smith. "It's too easy to forget that a tenth of a knot is 50 miles in a leg and that's usually enough to win you this race."

He was speaking after leading the 60-class Intrum Punta del Este, Uruguay, five hours ahead of the rival boat Tokio, skippered by Chris Dickson of New Zealand. Dickson still leads the overall race — by 12 hours — but Smith is chiding away the deficit he inherited when he took command of Intrum after the first leg. He now lies a hungry second.

"That bastard is costing me a fortune but he wins, so it's worth it," said Bo

Goranson, chairman of the eponymous dent-collection company sponsoring Intrum Justitia.

He replaced the original skipper, the Swedish sailor Roger Nilson, after Intrum turned in a wayward first leg on the 32,000-mile race. Smith arrived just a few days before the restart, never having sailed one of the radical Whitbread 60 water-ballasted sloops before.

"Lawrie just stepped on board, cracked the whip and we were away," said the British crewman Paul Standbridge, who sailed with Smith aboard the maxi-yacht Rothmans in the 1989-90 round-the-world race.

Racing the lightweight flier, nicknamed "The Silver Bullet," downwind through the huge seas and shrieking gales of the Southern Ocean was meat and drink to Smith. Intrum twice broke the world record for a day's run, with a logged distance of 425 miles.

Aboard the yacht the style is distinctly gang ho. The crew verdict on the new crewman Marco Constant after his contribution on the leg around Cape Horn was

"totally psycho." It was the ultimate Intrum accolade. Even Dickson admits that they have been outlasting him in heavy weather through pushing the yacht harder.

"Sure they've got a 'fast car' but so have we," said Dickson. "They've got some excellent helmsmen who are totally fearless. Driving at night on a icy road, they've just got the pedal on the floor. Every time it blows 50 knots they're taking miles out of us."

"It's dark," he continued. "You're crawling around the deck because the vibration makes it impossible to stand. The bow wave starts at the mast and the solid part comes straight back into the cockpit. You're off the top of one wave, into the middle of the next and something inside me says we shouldn't have the spinnaker up, but Lawrie just keeps right on."

Going fast wins races, says Smith. It is no accident that his best-selling instructional video is subtitled "Boatspeed."

From his earliest teenage days, winning world championships in Fireball and 505 dinghies, Smith has combined an intensely competitive personality with intuitive

technical ability to tune sails and rig for optimum performance.

In 1980, at age 23, he was the helmsman of Lionheart, the British entry for the America's Cup. Since then he has won countless individual races and took a bronze medal for Britain in the Soling keelboat class at the Barcelona Olympics.

"The easiest way to wake me up when I'm off watch is shout that the wind has headed 30 degrees and we're in a lift," said Marcel van Triest, the Dutch navigator aboard Intrum Justitia and Smith's second-in-command. "To get Lawrie out of his funk, you just have to whisper that the boat is slow."

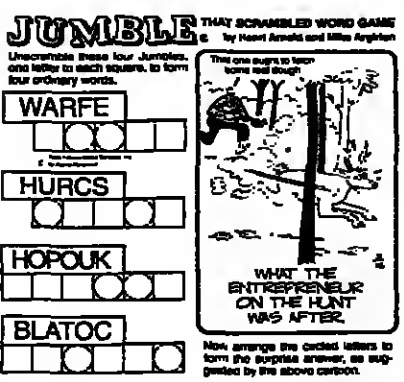
As a pan-European entry, Intrum is somewhat unusual in the nationalistic world of Whitbread racing; nine nations are represented aboard the yacht. As van Triest observed, leadership seldom crosses cultures easily.

"Lawrie is an intensely charismatic leader who can both motivate the crew to an extraordinary degree and improve the technical performance of the boat," said van Triest. "It's a very rare combination."

DENNIS THE MENACE



"I LIKE THIS BEST. IT'S HARD TO PUT 'EM ON UPSIDE DOWN OR INSIDE OUT."



Print answer here: A

Yesterday's Jumble: CLUCK LYRIC GROTTO BUREAU

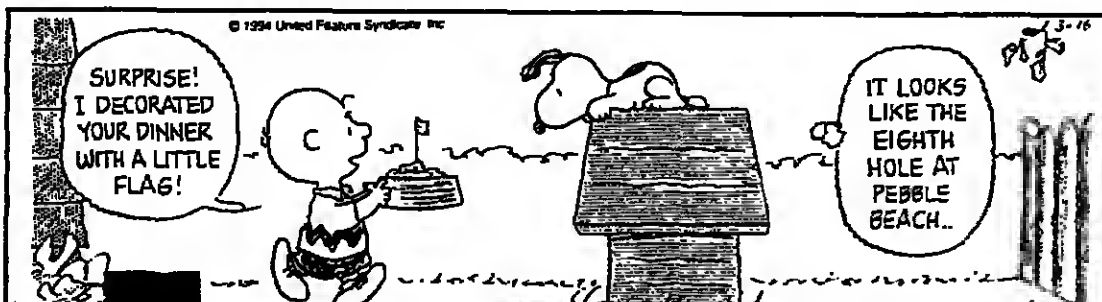
To our readers in Switzerland: It's never been easier to subscribe and save.

Just call our Zurich office toll free:

155 57 57

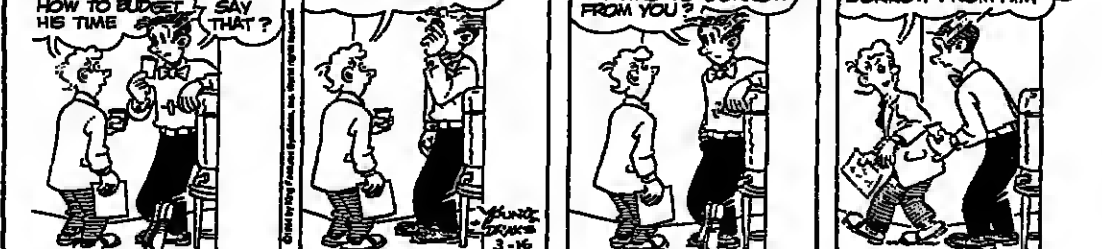
or fax: (01) 481 82 88

PEANUTS

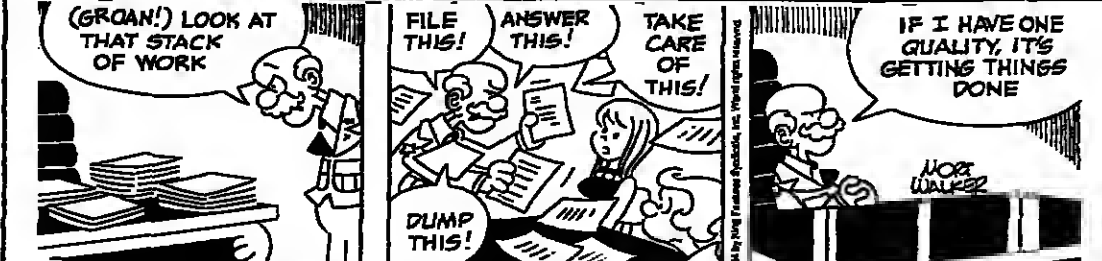


IT LOOKS LIKE THE EIGHTH HOLE AT PEBBLE BEACH.

BLONDIE



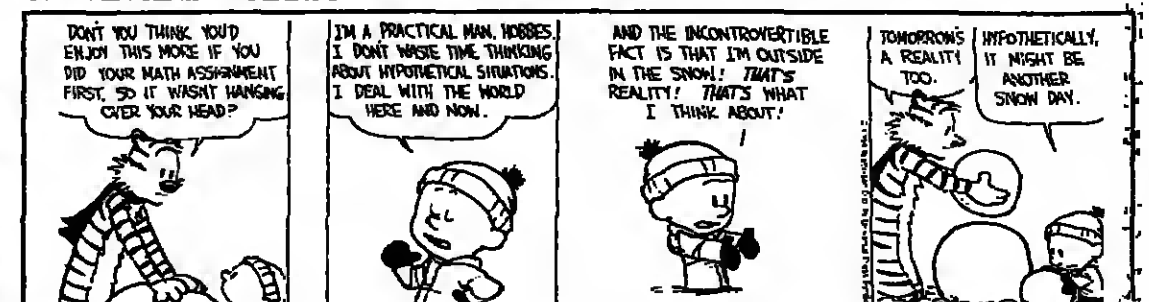
BEETLE BAILEY



DOONESBURY



CALVIN AND HOBBS



WIZARD OF ID



REX MORGAN



GARFIELD



MUNCH MUNCH MUNCH

JOHN CAMPBELL 3-16

Cost: Vikings Cut

Record

Forma One Grand Prix

Forma One Grand Prix

OBSERVER

Real Life and the Soaps

By Russell Baker

NEW YORK — While making tea by the kitchen TV I heard Janet say, "When you put a man's wife down a well and take her place, people are bound to hold a grudge against you." I wanted to comfort her, because that's what Janet had done: put a wife down a well, then moved in with the husband.

"Come on, Janet," I wanted to tell her, "there are worse things than putting a man's wife down a well. There's the thrill killing, for instance, and it's made a media star of Charles Manson. Didn't you see Diane Sawyer doing another Manson interview just the other night, for heaven's sake?"

I didn't say this to Janet because Janet lives in Soapland, and I don't want to taint the sweetness of Soapland life. I like Janet thinking that putting a man's wife down a well is really a big deal. She's such an innocent.

I don't want her knowing that out here in Deodorantland putting a man's wife down a well wouldn't rate more than 10 seconds of banter by the weatherman and the news reader between body bags on the local news.

Like everybody else in Soapland, Janet oves looks at TV. In Soapland everybody is too enmeshed in love to look at TV. I think this is how they preserve their sweetness.

In Pine Valley, Janet's Soapland hometown, love occupies about 95 percent of the average person's time. That's a lot of time spent on love. It doesn't leave much room for watching famous killers being interviewed on TV.

Right now in Pine Valley Edmund is marrying the most beautiful young brain surgeon ever produced by the Johns Hopkins brain-surgery department. Their love was touch-and-go for awhile because it looked as if Edmund might be in love with Brooke, who was on the rebound after being jilted by her husband, Tad, who is now in love with Dixie, whose marriage to Brian oever worked out.

The wedding, incidentally, has interrupted the trial of Erica for stabbing her latest husband, Dmitri, in a fit of hysteria brought on by the fear that Dmitri was in love with Kendall, Erica's daughter by the crafty old rapist — But oever

mind. You get the idea: In Pine Valley it's love, love, love.

What it is out here in Deodorantland is out, nuts, out. People hating each other to death in the Middle East, Ireland, the Balkans, really enjoying it in some perverted way, surely, or else why do they never relent?

Republicans frothing happily at the prospect of another presidency destroyed, media sharks pack-feeding on hopelessly trapped losers, tabloid TV pandering to our nastiest dreams, sleazebaggers turning public service into fodder for cynics, and the constant whine, whine, whine of people so skilled at fancying a slight that you can't look them in the eye without inviting a lawsuit.

The day I became involved with Janet I was fleeing what passes for life in an age when Mickey Mouse and Oliver North can take over the state of Virginia. Sure, Mickey Mouse triumphs in Florida and southern California, venues famous for their hospitality to fakery.

And sure, Oliver North can triumph in third-rate states (sorry, no names even upon request) where you can fool most of the people practically all of the time. But out in Virginia, surely. Not in the Old Dominion, "Mother of Presidents."

Yet Virginia is precisely where Mouse and the shredding colonel appear to be riding high. The Disney corporation has Virginia's governor, a no-tax Republican, suddenly endorsing use of public money to light a piece of the Blue Ridge with yet another Mouse park.

Mickey Mouse, fun in T-shirt country, looks more like Godzilla when he appears in Virginia. Oliver North, trying to become the Republican candidate for senator, is more reminiscent of Boris Karloff's Mummy, risen as is from the squalor of Iran-contra disgrace to tempt Virginia to let him speak for it in the Senate.

Disney and the colonel are more evidence that it's nuts, out, out, out here. I flee to the kitchen, make tea and seek the security of Pine Valley, where putting a wife down a well can still bother people.

New York Times Service

New York Violence: A Yoko Ono Musical

By Alex Witchel

New York Times Service

NEW YORK — She is every woman's worst nightmare. Her first two marriages ended in divorce. Her third husband was shot and killed in front of her. She lost custody of her daughter in 1970 and never saw her again. Her art was ridiculed for decades. Her music was reviled while her husband's was celebrated.

She was also accused of single-handedly destroying the most popular music group of the century. Her greatest achievement, it would seem, came from brainwashing that third husband into marrying her in the first place. He was, in the end, a god. She was, all along, the Devil.

It appears she is every man's worst nightmare, too. Yoko Ono is 61. She still lives in the Dakota, where Mark David Chapman killed John Lennon on Dec. 8, 1980. Their son, Sean, now 18, is a freshman at Columbia University. Lennon would have been 54.

"Please take your shoes off. We have a Japanese household," says Sam Haverstick, the interior designer 19 years old, whose wife she calls her companion. Ono enters almost immediately, in jeans and a short-sleeved blue shirt. She wears no makeup, and, thankfully, has removed the huge dark glasses she almost always wears in public.

She leads the way into what she calls the White Room, which is true to its name, piano, walls, couches. From the floor-to-ceiling window you can see the Imagine mosaic in Strawberry Fields, in Central Park, which Ono created in memory of her husband. Tourists ring it, taking pictures.

Ono is nervous. She slept only four hours the previous night, she says, lighting a cigarette, since she is working on her new musical, "New York Rock," which is to open off-Broadway at the WPA Theatre on March 30. She is very small, about 5 feet, maybe 100 pounds, if you weigh her after dinner.

Her face is remarkable, virtually unlined. "My secret is to have a very rough life and do everything under the sun you're not supposed to do," she says, laughing. Like heroin? She stops laughing. "I regret that now. I guess it's partly genes. I went through macro and vegetarian, but we cheated a lot."

The sudden transition to "we" takes hold and stays. The biggest feeling that comes from this tiny person on the white couch is an almost physical loneliness for Lennon, as if his death were an amputation.

"This room is basically like it was when John was here," she says. She walks past the Egyptian furniture, French doors, elaborate moldings, to the piano, which is covered with photographs. "This is John's famous Aunt Mimi, and that's Uncle George with John as a very young teenager." There are two pictures of Lennon. One is a portrait, slightly out of focus in black and white. The other, in color, shows him wearing a T-shirt that says "The Greeting Committee."

She points to the portrait. "This was the John I knew: the writer, artist, intellectual. That is the John he showed to the world: the wicked rocker, macho, grinning."

"Theater is a new experience for me and I love it," Ono says, turning to the business at hand. "I wasn't intending to do it. I go by the flow. Most people think I'm a determined woman with a plan for everything. I was doing avant-garde movies before I got together with John. I became fascinated with rock and pop, and I went there instead of resisting and saying no, I'm from the avant-garde. I learned so much and it gave me a lot of joy."

"New York Rock" began after she was approached by an artist to collaborate on what she calls "something close



"Theater is a new experience for me," says Ono.

to a virtual-reality thing." She wrote some songs and "this script, book, whatever you call it" before the two parted ways and she reclaimed her material.

The result is a contemporary love story between a man and a woman, destroyed by violence in New York City. "It's a worldwide phenomenon that all cities are dangerous, not just New York," she says. "I was reading books on World War II and how resilient people were. In Leningrad, when they were attacked by the Germans, they were out of food and water, and when there were no more words the deejay put a clock on the microphone and let it tick and that sound sustained them. How resilient human beings are! I have a romantic feeling about the human race. They fall in love despite fear of AIDS, cancer or the street, showing there is hope. That's the one thing we have, the survival instinct. Love for being human, love for life."

It seems incredible that after her own devastation she could still feel this. "I'm not an optimist," she says. "I really think I'm just being logical. We must start trusting each other. Caring. It sounds naive or like something heard a long time ago. But it gets down to that. Most kids now are afraid of going on the streets. I saw my son grow up in a situation where his friends visit and they go to his room and when he visits them they go to their room. They can't go to Central Park and play. Is that normal?"

And what about herself? "I don't walk alone," she says. "After John's death, I got practical. We didn't believe in weapons, so we also didn't believe in security guards. But for my son's sake I started to use the guards."

Didn't her husband's murder shake her faith in fans, in human nature? "I don't know if he was a John Lennon fan, first of all," she says bitterly. "We made a choice to be accessible, to do some good. Well, it brought misery. But it wasn't like John was responsible. There was something wrong with that person who did it. You can't preconceive what others will do to you."

"When John died, I cut all the bridges off. His mother was already gone and he had no relationship with his father. He was like an orphan and me, too, in a strange way," referring to her 20-year estrangement from her banker father and socialite mother that ended in 1980. "And I thought, if I die, Sean would be an orphan, too. Let's count the years. I should at least survive and be here for him until he's 20. I wanted to keep the home where his father's memory is. So, I stuck it out. Now he's 18." She smiles. "I think I'd like to stay longer."

Working in the theater, which means collaboration, must be difficult for her, after operating alone for so long. "It is true; I'm not very good at it," she says. "But I have discovered a whole new world." Which impressed her enough to relinquish the direction of the rock opera, with its cast of nine unknowns, six-piece band and 33 songs, to Philip Oesterman, most recently the associate director of "The Will Rogers Follies."

"If I had directed, it would have been maybe too avant-garde, and maybe the message is too important," she says.

She remains in touch with her stepson, Julian Lennon, who she says is in Los Angeles making his next album. "When he visits New York sometimes he stays here," she says. "But it's out that simple as between Sean and me. I've known him since he was 5. We had a beautiful communication. But at home people are making him guilty. I understand that. What do you think about your stepmother kind of thing. We have fun and then the next time he comes he's staying with friends, but I don't get hurt. I realize what he has to go through."

PEOPLE

Whoopi at the Oscars? Consider It a Challenge

Whoopi Goldberg doesn't plan to shy away from politics when she's host of the Academy Awards on Monday. "The world should know that we're not just these fluffy pigs you read about," she said. "We do think about more than just our hair and our salaries." Susan Sarandon and Tim Robbins, who used their time on stage on Oscar night to criticize the detention of Haitian refugees, weren't asked back this year. "You're not supposed to be political, based on what I saw last year, and then, of course they turn around and ask me to host it," said Goldberg, who is not known for her reticence. "I'm thinking, 'Very interesting.'"

The American-born director Jules Dassin will donate \$400,000 and all future proceeds from films he made or that starred his late wife, Melina Mercouri, to an institute in her honor in Greece that will promote a new Acropolis Museum and carry on Mercouri's campaign to bring the Parthenon marbles back to Greece. The culture minister and former actress died on March 6 in New York at the age of 73. The Greek government announced Tuesday that Thanos Mikroutsikos, the deputy culture minister, would take over Mercouri's post.

Being Ernest: "Then she smiled. She did not have to smile. She did not have to lick her lips with that tongue, the kind that would not quit. What was she trying to do? Was this her way of being coy at I.A.M., or was there a poppy seed caught in her teeth?" With this purple prose, Renée Richmond became the first woman winner of the International Imitation Hemingway Competition.

Eckart Witzmann has been named "chef of the century" by the French guide Gault et Millau. Witzmann, an Austrian, is the former chef of Aubergine in Munich. The city authorities withdrew his license after his conviction for possession of cocaine. He has since sold his share in Aubergine and is now consultant to a Düsseldorf fish firm.

INTERNATIONAL CLASSIFIED
Appears on Pages 4 & 6

WEATHER

Europe

	Today	High	Low	Tomorrow	High	Low
	°F	°F	°F	°F	°F	°F
Algeria	18/88	12/56	21/70	12/56	21/70	12/56
Amsterdam	64/82	12/54	48/63	20/57	12/54	48/63
Ankara	13/59	27/81	14/57	23/82	14/57	23/82
Athens	13/59	10/50	19/64	9/46	19/64	9/46
Berlin	18/64	59/71	17/62	54/61	17/62	54/61
Belgrade	17/62	4/29	8/49	4/29	8/49	4/29
Bombay	31/81	20/59	4/29	4/29	8/49	4/29
Buenos Aires	74/84	11/01	6/43	15/54	6/43	15/54
Budapest	10/50	1/24	5/41	4/27	5/41	4/27
Copenhagen	5/25	2/29	3/37	3/27	3/37	3/27
Dallas	64/83	11/51	6/48	15/57	6/48	15/57
Dublin	27/82	6/32	4/43	13/54	4/43	13/54
Frankfurt	18/64	9/43	12/53	2/26	12/53	2/26
Geneva	18/64	2/25	5/48	0/23	5/48	0/23
Helsinki	3/27	4/31	4/37	4/31	4/37	4/31
Istanbul	16/61	7/44	3/47	14/59	3/47	14/59
Las Palmas	24/73	15/69	23/73	17/62	23/73	17/62
Lisbon	18/64	12/53	11/50	12/53	11/50	12/53
London	9/48	2/25	5/48	1/24	5/48	1/24
Moscow	21/70	7/44	4/38	7/44	4/38	7/44
Munich	17/62	2/26	5/48	0/23	5/48	0/23
Nairobi	12/54	4/25	11/51	6/27	11/51	6/27
Osaka	21/70	17/62	11/50	16/61	11/50	16/61
Paris	17/62	10/50	16/61	9/46	16/61	9/46
Porto	11/53	2/25	5/48	2/26	5/48	2/26
Rangoon	64/83	3/27	3/37	3/27	3/37	3/27
Rio de Janeiro	27/82	7/44	4/38	15/54	4/38	15/54
Rome	18/64	12/53	11/50	12/53	11/50	12/53
Seoul	10/50	1/24	5/41	4/27	5/41	4/27
Singapore	27/82	17/62	11/50	16/61	11/50	16/61
Tokyo	21/70	17/62	11/50	16/61	11/50	16/61
Washington	64/83	3/27	3/37	3/27	3/37	3/27

Forecast for Thursday through Saturday, as provided by Accu-Weather.



North America
Cold weather in the Northeast Thursday will gradually moderate by the weekend. Warmer weather will surge northward through Kansas City and Chicago later this week. A new storm from the Pacific Ocean may spread rain into Los Angeles by Saturday.

Europe
Cooler weather will shift southward through London and Frankfurt later this weekend along with a few showers. Cooler weather will reach Paris later this weekend. Snow is possible from Oslo and Copenhagen to near Warsaw later Friday into Saturday. Northern Scandinavia will grow quite cold.

Asia
Beijing through Seoul will have dry, cool weather later this week. Shanghai to Hong Kong will have clouds and a shower or two Thursday. Friday into Saturday will be partly sunny. Tokyo will have dry, milder weather later this week. Snow and gusty winds will visit Sepporo.

	Today	High	Low	Tomorrow	High	Low
	°F	°F	°F	°F	°F	°F
Detroit	16/60	12/53	21/70	14/57	21/70	14/57
Denver	10/50	4/29	19/64	9/46	19/64	9/46
Los Angeles	14/57	8/48	17/62	9/46	17/62	9/46
Mexico City	20/70	10/50	3/37	10/50	3/37	10/50
Rio de Janeiro	21/70	23/82	27/82	21/70	23/82	27/82
Sao Paulo	19/64	8/48	27/82	10/50	27/82	10/50

Legend: sunny, partly cloudy, cloudy, showers, thunderstorms, rain, snow, sleet, snow, ice, W-Weather. All maps, forecasts and data provided by Accu-Weather, Inc. © 1994

Asia

	Today	High	Low	Tomorrow	High	Low
	°F	°F	°F	°F	°F	°F
Bangkok	33/81	25/77	14/57	34/83	26/78	14/57
Beijing	11/53	4/25	5/48	12/53	4/25	5/48
Hong Kong	21/70	17/62	11/50	17/62	11/50	17/62
Mumbai	32/80	21/70	3/37	32/80	21/70	3/37
New Delhi	30/86	18/64	3/37	30/86	18/64	3/37
Seoul	7/44	4/25	5/48	0/23	5/48	0/23
Shanghai	12/54	4/25	11/51	15/54	4/25	11/51
Singapore	21/70	17/62	11/50	16/61	11/50	16/61
Taipei	21/70	17/62	11/50	16/61	11/50	16/61
Tokyo	10/50	1/24	5/41	4/27	5/41	4/27

	Today	High	Low	Tomorrow	High	Low
	°F	°F	°F	°F	°F	°F
Algeria	18/68	12/56	21/70	12/56	21/70	12/56
Cape Town	27/80	15/59	3/37	13/55	3/37	13/55
Caracas	21/70	11/53	2/27	12/53	2/27	12/53
Geneva	18/64	2/25	5/48	0/23	5/48	0/23
London	9/48	2/25	5/48	1/24	5/48	1/24
Los Angeles	14/57	8/48	17/62	9/46	17/62	9/46
Moscow	21/70	7/44	4/38	7/44	4/38	7/44
Nairobi	12/54	4/25	11/51	6/27	11/51	6/27
Osaka	21/70	17/62	11/50	16/61	11/50	16/61
Paris	17/62	10/50	16/61	9/46	16/61	9/46
Porto	11/53	2/25	5/48	2/26	5/48	2/26
Rangoon	64/83	3/27	3/37	3/27	3/37	3/27
Rio de Janeiro	27/82	7/44	4/38	15/54	4/38	15/54
Rome	18/64	12/53	11/50	12/53	11/50	12/53
Seoul	10/50	1/24	5/41	4/27	5/41	4/27
Singapore	27/82	17/62	11/50	16/61	11/50	16/61
Tokyo	21/70	17/62	11/50	16/61	11/50	16/61
Washington	64/83	3/27	3/37	3/27	3/37	3/27

	Today	High	Low	Tomorrow	High	Low
	°F	°F	°F	°F	°F	°F
Detroit	16/60	12/53	21/70	14/57	21/70	14/57
Denver	10/50	4/29	19/64	9/46	19/64	9/46
Los Angeles	14/57	8/48	17/62	9/46	17/62	9/46
Mexico City	20/70	10/50	3/37	10/50	3/37	10/50
Rio de Janeiro	21/70	23/82	27/82	21/70	23/82	27/82
Sao Paulo	19/64	8/48	27/82	10/50	27/82	10/50

ACROSS

- G.E. subsidiary
- Motor member
- Robotic rock group of the 80's
- Emphasized, in a way
- Gov. Bayh of Indiana
- Mercury
- "Ich bin" Berliner
- Uses a scope
- Lipton competitor
- Snap request?
- Mars
- "Pardon me"
- Successes
- Fair-to-middling
- Sings of yore
- Prevailing mood
- Slash the begs
- Jersey call

DOWN

- Kind of eye
- Singer Jerry
- One and
- Numbered rd.
- High-tech
- Diplomats' quest
- Interprets
- TV correspondent
- Wound
- Majora seaport
- Beautiful
- Nafta opposer
- Kind of dog
- Hand-dyed fabric
- Love to death
- Galley drudge
- Double (puzzle type)
- Ena locations
- Influence
- Change
- "— customer"
- "— Line"
- "That" (60's hit)
- Comic Boozer
- Hot cereal
- "— a life!"
- With dexterity

Solution to Puzzle of March 15

USAF CAST ABBA
HARI RIPUP PLOY
FATSDDIND RAGE
RICH KITH CIA
CHUBBYCHECKER
THEBBY SIRA
CHORTLED REMOVE
DAK SODABAT
DREAM GALABASH
SKINNYDIPING
HER ISAR BAER
ONES THERIMMAN
CYST SONAR ZERO
KATE SIENS ANEW

CROSSWORD

New York Times Edited by Will Shortz.

48 Irene of "Fame" 51 Trials 53 Flyers' org.

49 Unfavorably 52 One (ball game) 54 Actor Waterloo

50 "Don't tread" 55 Tram contents

47 Did the crawl

Travel in a world without borders, time zones or language barriers.



Imagine a world where you can call country to country as easily as you can from home. And reach the U.S. directly from over 125 countries. Converse with